FREIGHT TRAFFIC ISSUE

How traffic managers would **modernize** the Interstate Commerce Act . . . . . p. 13

August 28, 1961

RAILWAY AGE WEEKLY

Radio Serves Shippers

. . . . . on IC where switch crew foreman gets orders quickly from the general yardmaster about industry switching service . . . p. 16

. . . on the N&W where car inspectors receive instructions from the car foreman. This fast communication means cars are on their way to industry in less time than before . . . . p. 17

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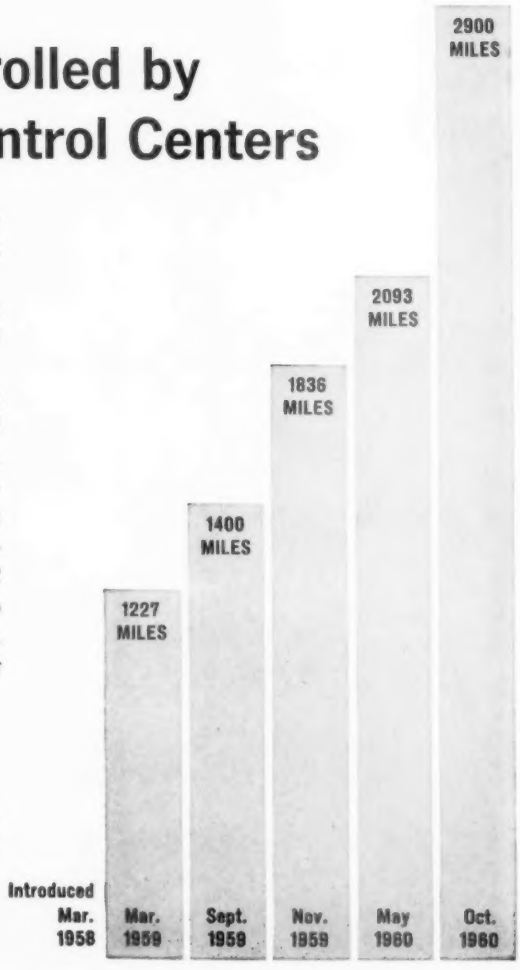

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RAILWAY AGE

WEEK AT A GLANCE

Aug. 28, 1961 • Vol. 151, No. 9

Hodges gathers data on transport crisis

The Secretary of Commerce will use the presentations of railroads and other interested parties to develop recommendations for the President's 1962 transport message to Congress .....p. 9

How to modernize the Interstate Commerce Act

Most shippers responding to this month's Traffic Poll agree that transport regulation needs modernizing. The big question is how—and to what extent p.13

Radio Serves Shippers—IC has fast Memphis switch

Two-way radio coverage in the terminal area permits switches to be made in a matter of minutes rather than in the hours previously required p.16

Car yard time is less on N&W

Handling time at 13 major yards has been cut by as much as 20 minutes per train since the road's car inspectors began using pocket radios p.17

How the Southern uses its aluminum gondolas

The big, 110-ton capacity cars operate in a manner designed to produce maximum efficiency and economy for the shipper and the carrier alike p.24

GATC offers new meat reefer

The mechanical refrigerator car, especially designed for hauling fresh meat and other packing-house products, is said to be more economical than all-purpose cars p.28

Costing for rates in Britain

Railroads there have delved deeply into the complex subject of railway costs as a basis for providing proper guide lines to establishment of minimum rate levels p.37

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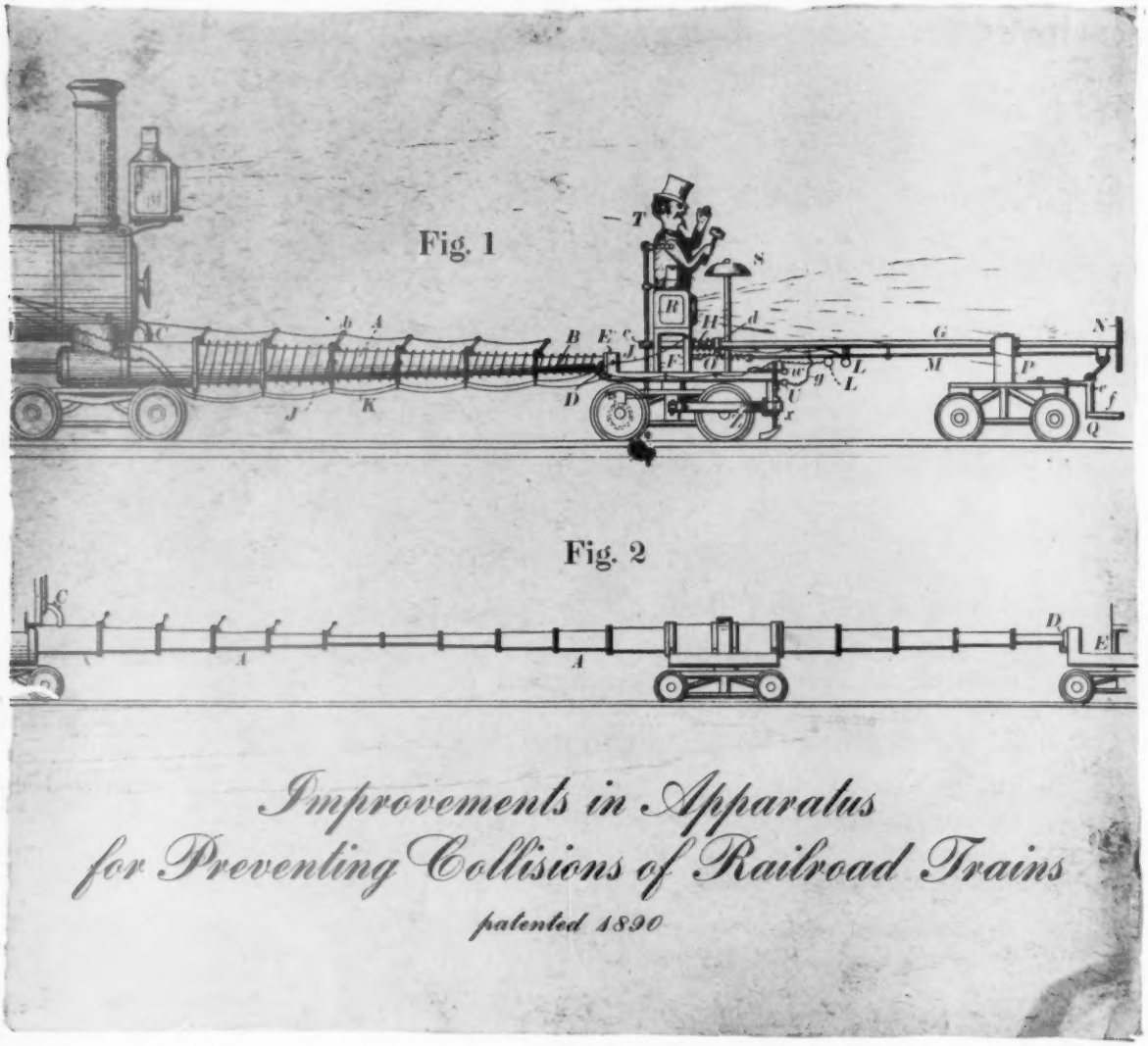

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RAILWAY AGE — WEEK AT A GLANCE

Canadian Pacific tests GM Diesel's Portager

The road has purchased ten of the light-weight, four-wheel, single-container units for evaluation. The Portager is designed for fast side-loading p.48

C&O tests new teleprinter link

The first of 12 sections of a major car-reporting network has been completed. It covers the area between Hampton Roads, Va., and Hinton, W. Va., 343 miles p.52

The Action Page—Shippers can save the day

Courageous and enlightened industrial leaders—acting on knowledge their traffic managers already possess—are best able to halt the trend toward railroad bankruptcy p.58

Short and Significant

A 9% increase in TOFC tonnage...

since June 28—the day the ICC approved Plan III and Plan IV piggyback rates—is reported by U. S. Freight Co., the nation's largest freight forwarder.

Class I railroads installed...

35,430 new freight cars during the 12-month period ended July 31. They retired more than twice as many cars—79,570—during the same period.

New York Central has asked the Supreme Court...

to upset an ICC decision (subsequently upheld by a federal district court) rejecting NYC's contract rate on rugs and carpeting (RA, July 3, p. 7).

The N&W-NKP-Wabash merger hearing...

has been postponed until Oct. 10. The hearing, which will be held in Washington before Interstate Commerce Commission Examiner L. R. Conley, was originally scheduled for Sept. 23.

Current Statistics

Operating Revenues	
6 mos., 1961	$4,418,590,326
6 mos., 1960	4,889,904,452
Operating expenses	
6 mos., 1961	3,596,377,961
6 mos., 1960	3,840,346,580
Taxes	
6 mos., 1961	481,996,025
6 mos., 1960	542,719,599
Net railway operating income	
6 mos., 1961	145,968,212
6 mos., 1960	330,650,542
Net income estimated	
6 mos., 1961	60,000,000
6 mos., 1960	238,000,000
Carloadings revenue freight	
32 wks., 1961	16,945,576
32 wks., 1960	19,182,654
Freight cars on order	
Aug. 1, 1961	10,644
Aug. 1, 1960	26,658
Freight cars delivered	
7 mos., 1961	20,011
7 mos., 1960	35,295

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RAILROAD LOADING EQUIPMENT DIVISION

Hodges Gathers Data On Transport Crisis

► The Story at a Glance: The railroads' program for governmental action to head off the crisis confronting their industry is now before Secretary of Commerce Hodges. He will use it, along with similar presentations from other interested parties, to develop recommendations for President Kennedy's consideration as he shapes the transport message he plans to send Congress next year. Arrangements for the submissions by Aug. 28 were made at an Aug. 17 meeting where Secretary Hodges called for "specific recommendations as to what might be done," because the President is "most anxious" to do something about the "deteriorating" transportation situation.

The "Magna Carta for Transportation," promulgated last March by directors of the Association of American Railroads, and selected items from the legislative program of the American Short Line Railroad Association, which also endorses "Magna Carta", comprised the basis of the industry's presentation which went to Secretary of Commerce Hodges this week. The presentation was in response to the Secretary's call for suggestions as to proposals he might recommend for inclusion in President Kennedy's forthcoming transport message.

The message is not scheduled to go to Congress until next year, so the AAR presentation was expected to stress the association's feeling that there is need for some action at this session of Congress. This need was pointed up by AAR President Daniel P. Loomis in recent letters to Vice-President Johnson and House Speaker Rayburn (RA, July 31, p. 9). Immediate actions called for by the AAR president are repeal of the 10% fare tax and income-tax arrangements to shorten depreciation terms for railroad property.

The "Magna Carta" appeal, in general terms, is a plea for "four freedoms"—freedom from discriminatory regulation, freedom from discriminatory taxation, freedom from subsidized competition, and freedom to provide a diversified transportation service.

In addition to its call for new depreciation arrangements and repeal of the fare tax, the legislative program to implement the AAR declaration contemplates establishment of a National User Charge Commission to collect adequate charges for use of publicly-provided transport facilities; tax legislation to end discriminatory assessments; income-tax arrangements to permit accumulation of construction reserve funds; repeal or extension to railroads of Interstate Commerce Act provisions which leave trucking of agricultural products and water transportation of commodities in bulk free of regulation; and removal of restrictions which circumscribe railroad operations of other modes of transport.

With Congress driving toward adjournment by mid-September, there is not much prospect for favorable action on the program this year—even on the fare-tax-repeal and depreciation items for which Mr. Loomis sought priority. Thus the session is expected to end with pretty much its present record on transport legislation—three acts of major interest to the railroads. They are the act which repealed obsolete provisions of the 1916 Mail Pay Act and thus paved the way for REA Express' operation under its new contract with the railroads; the act which extended the fare tax for another year; and the Housing Act which has commuter-aid provisions whereby state and local agencies may obtain loans for facilities and equipment for mass transportation in urban areas.

Secretary Hodges' Aug. 17 meeting was attended by about 100 persons. Presiding was Dr. Gayton E. Germane, professor of transportation and management, Stanford University, who recently joined the secretary's staff as a consultant on transportation. Dr. Germane "will help coordinate and put together this report," the secretary said. He also said that the work of preparing the report will be under the direction of the undersecretary for transportation, C. D. Martin, Jr., and his deputy undersecretary, Frank Barton.

Secretary Hodges called the meeting after President Kennedy had asked him to take the lead in preparing recommendations for the transport message. The secretary's letter inviting interested parties to the meeting referred to this Presidential request and added that the recommendations "are to include both

'We have been too wasteful . . .'

Secretary of Labor Goldberg noted last week that he is making —at the request of President Kennedy—a study of the effects on unemployment of recent changes in the railroad industry.

"We are working in this administration toward a modern and effective railroad industry that offers efficient service to its customers and stability of employment to its employees," Secretary Goldberg told the Brotherhood of Railroad Signalmen in an Aug. 21 address at Denver. "One of the things we are after is to integrate the railroads into the entire transportation system so that this vital national asset, so important to our defense as well as to our commercial life, will be guaranteed strong for many years to come.

"I can say this much without anticipating the results of our studies: It is the opinion of this administration that we have been too wasteful in the past of one of our great national resources, the railroads. We have been too wasteful of the industry; too much of it has been lost. We have been too wasteful of the men whose lives are part of the industry; too many of them have been lost. We hope to reverse this trend."

short-range and long-range actions necessary to achieve a healthy and efficient transportation system."

The secretary's statement to the group called the gathering "one of the most significant meetings that has been held on this overall important problem of transportation." Not only the railroads, but all forms of transportation have their problems, he added.

He went on to say that from $1,000,000 to $2,000,000 has been spent on government transport studies, so "the President feels there have been enough studies for the immediate future and what we need now is a program for action." When it came his turn to speak, Gregory S. Prince, executive vice-president of the AAR, said he was "delighted to hear that this is not just to be a study, but the forerunner of some real hard-hitting action to cure the problems that we are confronted with."

Other statements included that of R. M. Boyd, president of the National Industrial Traffic League, who briefed the League's position in favor of greater freedom for carrier management; that of Morris Forgash, speaking for the Freight Forwarders Institute, who said a study of unregulated transportation should be given priority because the biggest immediate problem is erosion of common carriers; and that of Sidney Zagri, counsel for James R. Hoffa's International Brotherhood of Teamsters, who said "one serious problem is the functioning of the ICC in its administration of the national transportation policy."

Meanwhile, A. E. Lyon, executive secretary of the Railway Labor Executives' Association, said only that RLEA would submit a statement. James J. Reynolds, assistant secretary of labor for labor-management relations, deplored what he called a "self-interest" pitch in statements made at the meeting. "It's a time for selflessnes," he said.

Brittle Load Bands Are Safety Hazard

Inferior grades of domestic and foreign load strapping are being used with increasing frequency in the loading of open-top railroad cars. Concerned about this, the Loading Rules Committee of the AAR Mechanical Division points out that this violation of the AAR Loading Rules is not only a serious railroad safety hazard, but a potential source of damage to shipments.

The Mechanical Division has just suggested that all roads contact shippers, urging them to be sure that high-tension bands used for load securement meet all the strength and elongation requirements of General Rule 15, Section 1, of the AAR Open-Top Loading Rules. Brittle bands, those with low elongation, cannot be depended upon to resist the impacts to which loaded cars may be subjected during road and yard handling, the division says.

WATCHING WASHINGTON WITH WALTER TAFT

• **AVERAGE ANNUAL COMPENSATION** of railroad officers in the $25,000-or-more-per-year bracket amounts to a little over $40,000. Latest ICC figures show that it was $40,917 in 1960, up $514 from 1959's $40,403.

THE $25,000-PER-YEAR-FLOOR was used in the Commission's report for the first time. It supplanted $20,000 per year, a change which had the effect of eliminating nearly half of the officers formerly covered. There were 589 in the $25,000-or-more group in 1960. The previous report showed that 1959's $20,000-or-more group included 1,012 officers, more than 400 of them in the $20,000-to-$24,999 bracket.

THE FIGURES include not only salaries but also other compensation, such as payments under incentive compensation plans. Those additional payments totaled about $1.1 million in 1960, i.e., aggregate compensation of the $25,000-or-more group amounted to $24,099,989 while their salaries totaled $23,005,197.

LARGEST SHARE of the latter—$6,304,449 or 27.4%—went to 192 officers in the $30,000-to-$39,999 bracket. Next came the $25,000-to-$29,999 group which got $4,843,796 or 21.06%. Salaries of $50,000 or more were paid to 104 officers.

ONLY FIFTEEN of the top executives were listed as receiving $100,000 or more per year in total compensation. Only 14 salaries were on that basis, other compensation having pushed the fifteenth above the $100,000 mark. The $100,000-or-more group got 7.08% of the $25,000-or-more group's aggregate salary.

TOP COMPENSATION was $157,132, which included $40,000 received under an incentive compensation plan. Top salary was $140,000, and there were two on that basis.

• **THE NATIONAL MEDIATION BOARD** has formalized its policy of not divulging what it considers confidential mediation records. The policy has been spelled out in a new rule which was shaped in conformity with requirements of the Administrative Procedures Act and made official by publication in the Federal Register.

CONFIDENTIAL RECORDS are defined in the rule as all reports, information and documents obtained or prepared during a mediation proceeding—except formal documents. The latter are identified as the invocation or proffer of mediation, the reply or replies of the parties, the proffer of arbitration and replies thereto, and notice of failure of mediatory efforts.

THE RULE stipulates that the confidential records will not be available to anyone other than members of the board or its staff, unless the board specifically authorizes disclosure. Staff members confronted with subpoenas calling for production of the confidential records are required to await instructions from the board before responding to such subpoenas.

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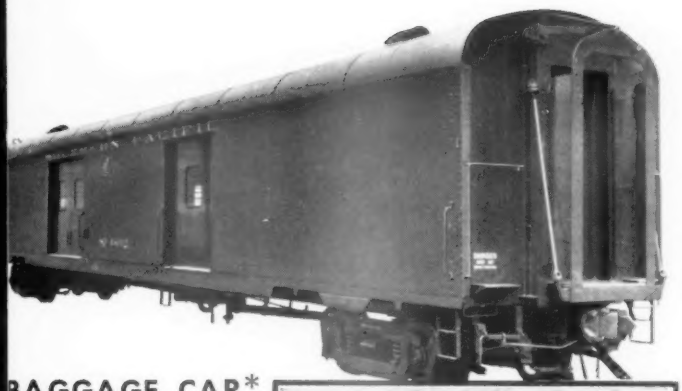
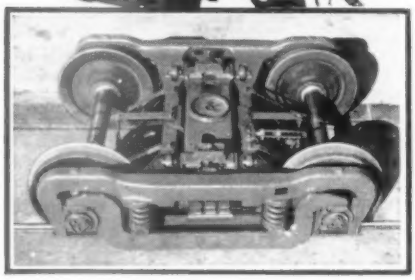


BAGGAGE CAR*



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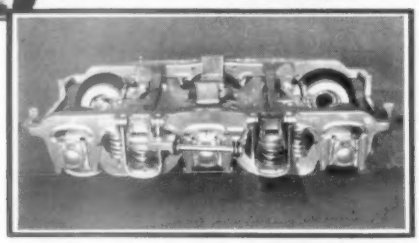

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How to Modernize the IC Act—Part I

Proposition

In its issue of July 31 Railway Age said, editorially:

"Regulation of railroads is no longer adequately performing its primary function of protecting the interests of purchasers of transportation service. Regulation was designed originally to safeguard the public from monopolistic and discriminatory practices. It has degenerated, instead, into a device which, too often, serves merely to prevent railroads from competing effectively with other modes. . . . The solution to the problem seems to call for a thorough job of pruning down the Interstate Commerce Act to actual present-day necessities . . . Part I . . . should be trimmed down to a dozen pages—not just by compressing the wording, but by eliminating non-essentials.

"Have our readers (shippers especially) any suggestions?"

Question

How would you answer the question above, i.e., how would you suggest "trimming down the Interstate Commerce Act to actual present-day necessities?"

Shippers still want the Interstate Commerce Commission—or, at least, the basic transport regulation which the Commission administers.

Overwhelmingly, however, they would be willing to see regulatory laws simplified, modernized and equalized.

In other words, they agree in general—though not necessarily in detail—with Railway Age's July 31 editorial call for "pruning down the Interstate Commerce Act."

The big question that bothers many of them is how to accomplish such a result without creating a situation which may be worse than the one that exists today.

Extreme viewpoints on both sides of the shipper's basic need for continued regulation of transport agencies are represented, on the one hand, by the man who is "satisfied with the present set-up"; on the other, by the man who writes that "the Commission has served its usefulness . . . unless Congress can bring forth a modern, present-day, reformed act."

The latter respondent would retain a director of safety, but thinks "we could get along very nicely under existing conditions" without other regulation. To support his view, he points out that: 1) the general availability of private carriage has eliminated any danger of transport monopoly; 2) common carriers are hindered in making necessary service and rate adjustments by regulatory delays and by their own pyramiding and bureaucratic rate procedures; and 3) so many for-hire transportation companies are competing for so little business that "wholesale liquidations" resulting from unrestrained competition might be a blessing in disguise by leaving fewer but healthier carriers.

Between these two extremes there is general agreement that regulation is still necessary, but that regulation itself is badly in need of reform. There is, however, wide divergence of ideas as to what that reform should be, how far it should go, and how it can best be brought about.

One man agrees with the Railway Age editorial but has "no specific suggestions." Another would "adopt all recommendations" of the editorial, plus a number of other "palliatives" which he spells out in detail. Others, however, would stop somewhat short of the editorial proposals; there is, for example, no great weight of opinion favoring repeal of the controversial fourth section.

There is an apparently widespread desire for less regulation—but even that is tempered by proposals for bringing more transport under control by repeal of the agricultural and bulk-commodity exemptions, and at least one proposal to extend the long-and-short-haul clause to trucks as well as railroads.

There is still stronger desire for equal regulation of all modes of transport. No one, in fact, who mentions that point at all disputes the desirability of equality—but not everyone thinks it can be achieved solely by pruning down the Act's Part I.

The trend of thought on what one man terms "the most important of all the timely questions your Poll has presented" is best illustrated by specific quotations from typical replies.

A Midwestern shipper suggests, "as an initial step," elimination of the National Transportation Policy; "the ICC," he says, "should not need this crutch to lean on in interpreting the substantive provisions of the Act."

An association traffic manager would "eliminate all outmoded portions of the Act," and permit rate reductions without delay, but require proof for rate increases.

A Pacific Coast traffic man would cut out "all features which do not contribute to promotion of safety and the legality of cooperative effort by railroads in joint operations." If, he adds, "the foregoing eliminations are not considered advisable, then all other forms of common carriage should be made subject to the same regulations as are the railroads." He follows this with the probably politically practical idea that "the 'hue and cry' resulting from such legislation would certainly result in a minimizing of federal legislation as applied to all forms."

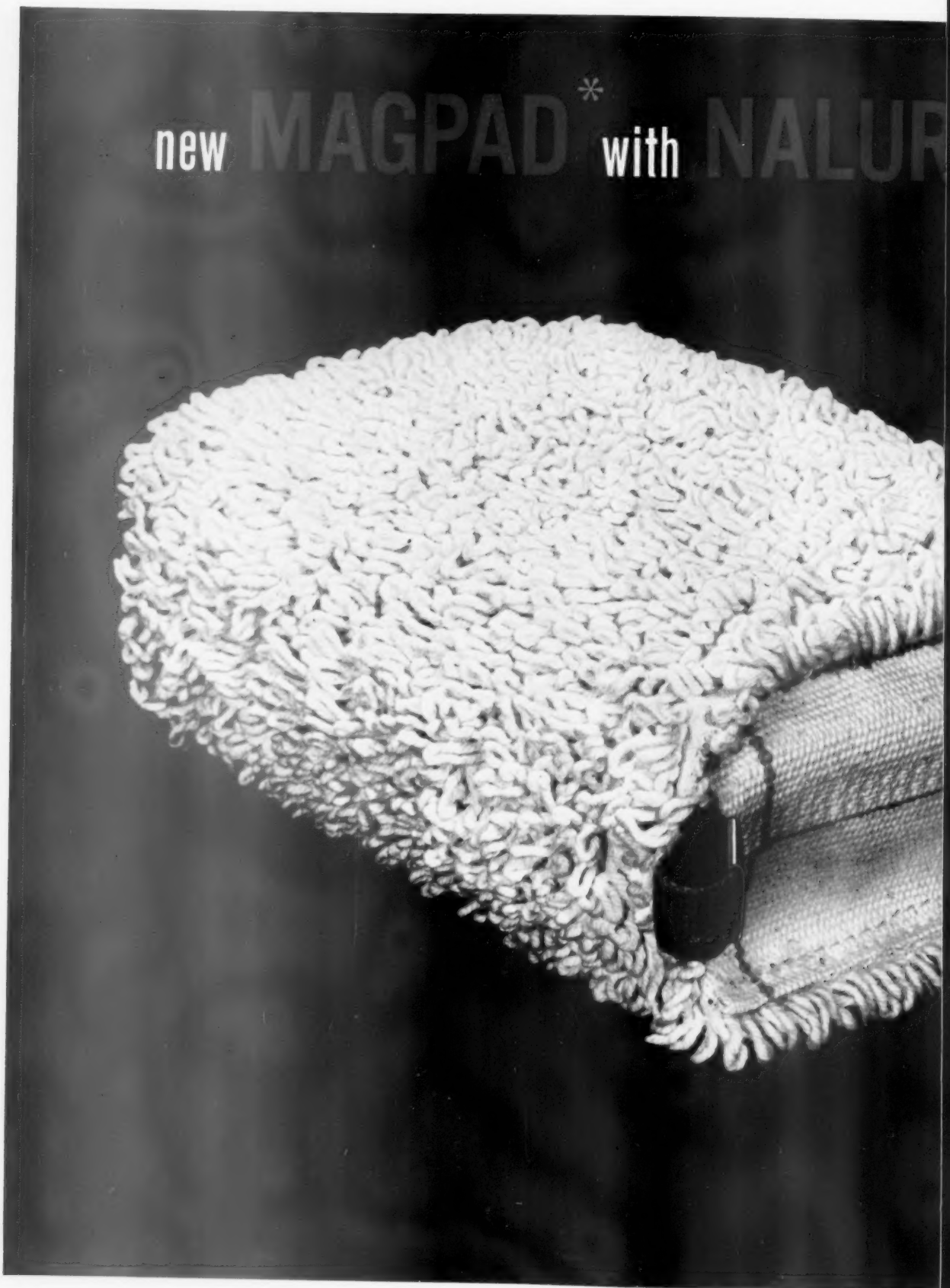
The act "should be rewritten," says one respondent, "to contain only one section, applicable to all forms of transport." In this way, he points out, "all unnecessary differences between different modes, such as agricultural and bulk-commodity exemptions, could be eliminated; and reparations provisions and the shipper's right to route traffic could remain or be made uniform." "Absolutely essential differences" could be shown as exceptions.

The "exemption" provisions, as a matter of fact, draw heavy fire. One man calls the exempt commodities list "a big farce," which should be "returned to its original concept and intent" to "strengthen our transportation system and force 'gray area' operators out of business." This same man thinks the fourth section could be eliminated, because everything in it is covered elsewhere in Part I; and that common and contract carriers by highway and water should be brought under the same rules and regulations as the rails. "After all," he says, "they have come of age, and should be taken from the protective umbrella of Parts II and III."

Several respondents think rate regulation is the heart of the whole problem. That, says one, is where most of the controversy between carriers lies. "Publication of rates under regulations like those now in effect is absolutely essential," he feels, but thinks "there

(*Continued on page 33*)

Because so many respondents asked not to be quoted by name or title, Railway Age is, this month, refraining from its usual practice of attributing Poll replies to their individual writers. —Editor.


new MAGPAD* with NALUR

a low-cost lubricator that also has internal wicking and lock-stitched tufted cover

The heart of the new MAGPAD is NALUR — a specially formulated acrylonitrile foam rubber developed and produced by National Lead Company. It is highly resilient, has low oil swell characteristics and excellent resistance to compression set at high temperatures.

Outer cover is a heavy high-quality chenille, lock-stitched to withstand a 10-lb. minimum pull on tufts. End closures are tough cotton belting.

Ample internal wicking is provided by 25-ply candle-wick routed through ½" vertical orifices to provide unrestricted flow of oil.

Renovation—The MAGPAD with NALUR is sturdily made—its rugged construction permits renovation by any standard method in railroad use.

Get the full story on the new *low-cost* MAGPAD with NALUR. Ask our representative or write for details. Magnus Metal Corporation, 111 Broadway, New York 6, New York or 80 E. Jackson Blvd., Chicago 4, Illinois.

MAGNUS

METAL CORPORATION

Subsidiary of

NATIONAL LEAD COMPANY

General foreman, roundhouse

General yardmaster

Locomotive engineer

INSTANT CONTACT via radio. Switch crew engineer gets new instructions via radio from the general yardmaster. General foreman and engineer talk about emergency repairs to locomotive. (Courtesy IC magazine)

RADIO SERVES SHIPPERS

Illinois Central Has Fast Memphis Switch

► **The Story at a Glance: Fast two-way radio coverage in the Memphis, Tenn., terminal area enables the Illinois Central to give better service to its shipper customers. Yardmasters, trainmasters and switching crews working together with radio are providing prompt switching service for shippers. Special switches are made in a matter of minutes rather than in the hours required before. Radio usage also speeds engine repairs. The base station, whose antenna is atop IC's Central Station, covers the area. Special agents carry walkie-talkies giving them fast communications with others in the terminal.**

"Engine 1015, come in engine 1015."

"This is engine 1015, Slater talking. Go ahead."

"Mr. Slater, this is Hogan. You are passing IC 79558, covered hopper, on storage track outside Quaker plant. Please cut this car out for Del and switch it in to Quaker."

"We heard you, Mr. Hogan. Consider it done."

This radio conversation between Illinois Central locomotive engineer A. C. Slater and trainmaster Labe Hogan, Jr., provided Quaker Oats Co., traffic manager Del M. Auten with a covered hopper car in 15 minutes. This is considerably less time than the four hours it might have taken if two-way radio were not available on Mr. Slater's switch engine and in Mr. Hogan's automobile.

On a trip around the Memphis, Tenn., terminal area, Mr. Hogan met traffic manager Auten, who told the IC trainmaster Quaker Oats needed a hopper car that was standing on a storage track outside the plant. Mr. Hogan knew that a switch engine crew was nearby, but that the crew was about to head back to Johnston yard and tie up. Seeing engine 1015 leaving the Quaker Oats plant area, the trainmaster went to his automobile and radioed engine 1015. The yardmaster heard this call, which kept him informed of engine 1015's movements.

Without two-way radio, Mr. Hogan would have had to telephone Johnston yard for a switch engine at a time when crews were about to tie up after a day's work. An engine and crew from the following trick would have had to be assigned to the special Quaker Oats job, and as much as four hours might have gone by before the car was switched into the plant.

Radio usage making such action possible keeps the traffic department, as well as Mr. Auten of Quaker Oats, happy. "This radio communication," says Fred Heimlicher, Jr., IC freight traffic manager at Memphis, "is giving our work a big lift. Most of us have occasion to get help from it at one time or another. Sometimes a call from one of us to a trainmaster or yardmaster will get us a car spotted for one of our customers in minutes instead of the hours it used to take. Yes, we think this radio system is okay."

To give prompt emergency repairs to switch engines, the IC placed radio in a diesel inspection truck. Also, a remote control console for operation of the base radio station was installed in the Johnston yard roundhouse office of the general foreman.

If an IC switch engine breaks down, a radio call by the engineer to the general foreman brings prompt help from the diesel inspection truck. No longer is time consumed while engine crews hunt up a telephone to call the foreman. Without radio, if the truck was out on one call when another came in, the foreman would have to wait for the truck to return to the yard or the electrical inspector phoned in. With radio, the foreman calls the truck en route. Delays are reduced to a minimum—another way of improving service to shippers.

In addition to the general foreman's console (mentioned above), similar units are in offices of the general yardmaster, special agent, at four yards, trainmaster, stationmaster and car foreman.

Trainmasters and special agents also carry walkie-talkies giving them radio communication when they are away from their offices or automobiles.

'Speeding Freight Car Movements'

What all this radio means is aptly expressed by superintendent Frank J. Duggan. "Radio communication is speeding freight car movements, increasing our efficiency generally and improving our customer relations. All of our people who use the new radio system — trainmasters, general yardmasters, yardmasters, mechanical department officers, special agents, stationmasters, locomotive engineers, car inspectors and others—find it makes their work faster and easier. We sometimes wonder how we ever got along without it."

The radio equipment for this Memphis terminal was supplied by Motorola. Planning and installation work was performed by IC communications department employees under the jurisdiction of P. B. Burley, superintendent of communication and electrical engineer.

Of the "radio ring at Memphis", Mr. Burley says: "That portion of our railroad is so fixed that nearly every employee from division superintendent to carman may be in instant communication with one another. The telephones, intercoms, engine and auto radios and walkie-talkies we have set up at Memphis are proving their worth daily in better service to the shipper and in faster and safer railroading for our own employes."

RADIO SERVES SHIPPERS

Car Yard Time Is Less On Norfolk & Western

► **The Story at a Glance: Freight cars and trains spend less time in Norfolk & Western yards since car inspectors began using two-way radio. The road has provided inspectors and their supervisors with pocket-size transmitters and receivers that weigh less than 5 lb. Radio usage puts inspectors, supervisors and yardmasters within instant communication.**

Coordination of yard operations, including the all-important task of car inspection, is being speeded these days on the Norfolk & Western through the use of two-way radio.

Handling of trains through terminals, covering such work as inspection and air brake tests, has been cut by as much as 20 minutes per train since the N&W's car inspectors began using pocket radios. These units, operating in conjunction with base station relay radio equipment, provide instant communication among inspectors, their supervisors, and between the supervisors, yardmasters and car foremen.

Referring to radio usage, C. A. Hensley, car foreman at Shaffers Crossing, Va., near Roanoke, says: "I don't know how we have gotten along without it. So often I have to confer with the gang foremen and others about incoming trains—the arrival time, calling time, and any problems which may come up. Then, too, we can keep in better touch with orders for cars needed by shippers for certain commodities. It's our job here to have cars ready for service when needed. When we can quickly contact the supervisor in charge of this operation and tell him what we need promptly, it enables us to give our shippers better service."

N&W has installed these car inspection radio systems in 13 major yards at eight terminals: Norfolk (Portlock), Crewe, and Roanoke, Va. (3 systems); Bluefield (2), Elmore and Williamson, W. Va.; Portsmouth (2) and Columbus, Ohio (2). To provide proper radio coverage in a yard with standing cars and trains, a base station is provided, centrally located to the inspectors' working area, with antennas atop a high pole. The base station acts as a repeater, receiving calls from one man's pocket transmitter and rebroadcasting the call to another man's pocket receiver, with simultaneous transmission via a wire circuit to the car foreman's office.

Men Carry Lightweight Radios

The men in the yard carry Motorola "Handie-Talkie" pocket transmitters and receivers, which together weigh less than 5 lb. Each unit is battery operated and is attached to a belt worn around the waist. The transmitter has a small pull-up antenna providing for improved transmission. The small, hand-held microphone is easily hung on the side of the transmitter case when not in use.

Radio usage saves not only time, but it also saves car inspectors a lot of walking. When making an air brake test on a long train, radio is used to coordinate the actions of the car inspector at the rear end with the one at the head end. How it was in the days before radio is explained by Car Inspector Jesse T. Ashwell, commenting on an air brake test of a 180-car coal train at South Roanoke yard: "Before we got these radios, it was first necessary for me to go to the telephone, which is some distance away from the train, and try to get in touch with Mr. Whitlock [a fellow car inspector] to tell him we were ready to make the test. Sometimes, however, he wasn't near the phone at the rear of the train —probably busy somewhere else—and I had to wait until he or someone else

(*Continued on page 20*)

50% Longer Flange Life

New Electro-Motive Flange-Lubricated Traction Motor Support Bearing

an exclusive design now available at no increase in cost as part of EMD's new bearing conversion plan.

Fifteen years of research, laboratory and field testing have resulted in Electro-Motive's new controlled lubrication bearing, an exclusive design which provides 43% increased oil capacity, lengthening miles between refills, and 50% longer flange life.

- New narrow window wick utilizes newly developed, high-capillary-action one-piece felt which delivers uniform oil film to the journal surface, lowering operating temperatures, extending bearing life.
- Full flange lubrication is provided by four felt flange lubricators which gather and transmit oil to the flange face. Lateral movement of the axle or traction motor automatically applies the correct amount of oil to the wheel or gear hub.
- Reduced oil consumption is the result of a narrow window opening which virtually eliminates splash loss.
- Increased bearing capacity is made possible by thirty-three square inches of bearing surface added to the new unit, and movement of the window out of the lower load zone for extra bearing area and support.

NEW ELECTRO-MOTIVE CONVERSION PLAN

Now you can trade in worn traction motor support bearings and other brass scrap on new Electro-Motive flange-lubricated bearings by taking advantage of EMD's new conversion plan. The plan utilizes a straight weight conversion of worn bearings or equivalent scrap brass for new Electro-Motive flange lubricated traction motor support bearings at no increase in cost.

For complete information on the new EMD traction motor support bearing and bearing conversion plan, write Electro-Motive Division, La Grange, Illinois, or contact your nearby Electro-Motive Representative.

GENERAL MOTORS LOCOMOTIVES

ELECTRO-MOTIVE DIVISION
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RAILROADING AFTER HOURS WITH JIM LYNE

RATES OR SERVICE?—A friend has sent me a document which records the efforts of a would-be grain shipper to get cars for his outgoing wheat. He ordered 50 cars at 4 a day. The first day of the harvest he got one. The second day he got one. The third day he was promised 4, but two of them were dropped off at other stations, and the two that were spotted for him were not suited for grain loading.

No amount of available cars, of course, would have won this shipper to railroad service if the rates were unattractive. At the same time, there's no use reducing rates to attract traffic unless car supply is built up to parallel the resulting increase in demand.

CHALLENGE TO RESEARCHERS—Following some observations in this corner (July 24), B&O Regional Manager Trailer Service A. L. Sherry at Pittsburgh, Pa., assigns the following chore to railroad researchers and other figure-minded folks:

Some 555,000 flat cars handled approximately 1,000,000 heavily laden trailers by rail for various lengths of haul (none short) in 1960. How much highway maintenance expense was thereby saved the taxpaying public? How much delay to other highway traffic was avoided? How many highway casualties were averted?

I will add a question of my own: How much could highway users and taxpayers afford to pay the railroads (and still be ahead of the game), to enable the railroads to make rate reductions to attract 10 or 20 million more trailer movements to piggyback?

MONTHLY vs. QUARTERLY FIGURES—The vice president in charge of railroad investments of a large insurance company tells me he's unhappy about the prospective change of railroad financial reports to the ICC from a monthly to a quarterly basis. Around his shop, he says, there are inquiries about this or that railroad almost daily, and he doesn't want to be putting out 90-day-old data.

On the other hand, I've often been told by railroaders that the pressure to show a monthly profit—for publicity purposes—sometimes works at cross purposes toward showing a favorable annual figure.

CAN YOU MATCH THIS?—From A, a point in the Southwest, to B, in central territory, a 11,000-gal. tank carload of an important commodity pays the railroads that haul it $455. From C—an origin 625 miles further from B than A—the charge is $486. The railroads get $31 more for the longer haul, but they pay $69 extra for tank car rental. So, for 625 more miles of transportation, the railroads get nothing *net*—and, in fact, pay $38 for the privilege of hauling the freight the extra 625 miles.

I have an uneasy feeling that this may not be the only rate which isn't exactly designated to make profits.

CAR YARD TIME IS LESS ON N&W (*Continued from page 17*)

answered it. Then, if everything was in order, we both had to walk back to the train and make the test. If there was something wrong, or if we had to wait until the air pressure built up, back to the telephone we had to go and then make still another trip back and forth to advise each other things were OK.

"It took a lot of time, which we're saving with these 'Handie-Talkies,' and of course, we're speeding up the train movement considerably. And I'll tell you something else. It's a lot safer working out here with these radios. You don't have to climb over trains or walk across tracks to use the telephone."

This safety feature of the radios, and relative ease of working with long trains, was echoed by Gang Foreman M. E. Griffin. "Sometimes," he said, "we wanted to change our instructions to the men, but when they were in the middle of a long train it was impossible, unless we did a lot of walking or a lot of waiting. Now we can change our instructions in an instant."

N&W men sum it up this way: "These radios sure help us to keep the trains moving." And this means better service to shippers.

Car Foreman

Car Inspector

Car Inspector

CAR INSPECTION radio system provides instant communications among inspectors and car foreman. As much as 20 minutes per train are saved using radio for inspection and air brake tests. N&W put in radio for car inspectors at 13 major yards. (Courtesy N&W magazine)

Shippers Along the Coast Line

Larry D. Montague, president and general manager of the B. L. Montague Company, joined his father's firm in 1936 as secretary-treasurer. In 1948, he was made general manager; and, in 1955, upon the death of his father, he was elected president. A Phi Beta Kappa of Georgia Tech, he has promoted his company's growth through his engineering knowledge and leadership.

In Sumter and Charleston, S. C....

B. L. Montague Company Produces Over 20,000 Tons of Structural Steel a Year

B. L. Montague Company, Inc., plant, Sumter, S. C.

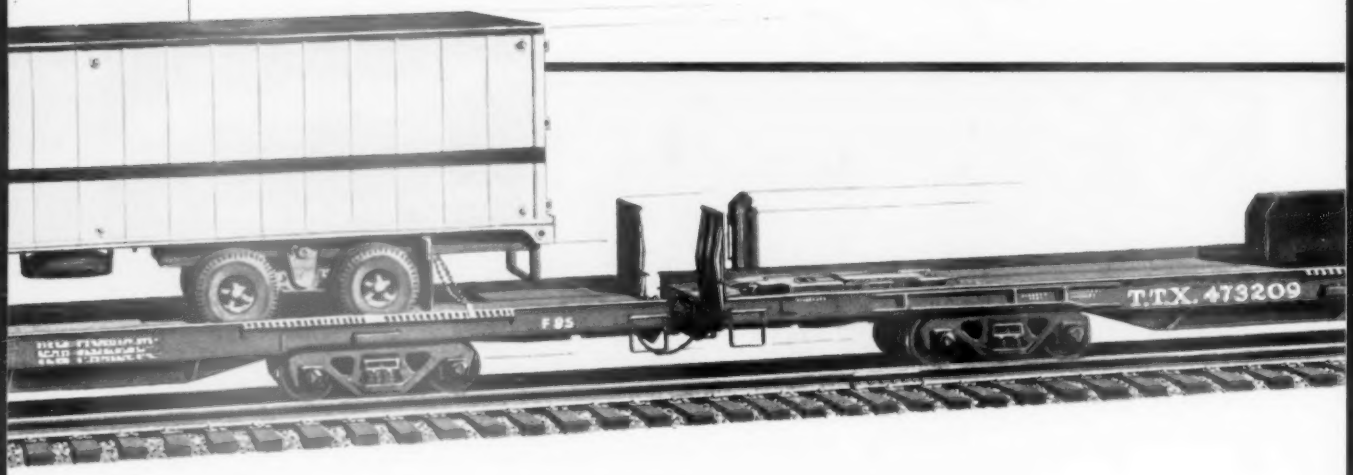
The B. L. Montague Company, Inc., produces over 20,000 tons of structural steel a year at its modern fabricating shops at Sumter and Charleston, S. C. The 47-year-old firm also maintains five other divisions—manufacturing, conveyor, mill supply, contractors' equipment, and sawmill machinery and equipment.

Companies like B. L. Montague, which must comply with schedules to meet competitive bids, rely heavily on fast, dependable, economical transportation of raw materials and manufactured products—the kind of shipping services that Coast Line provides. As in any field, freight experience and flexibility permit greater customer savings and satisfaction—call Coast Line and find out.

ATLANTIC COAST LINE RAILROAD

... serving the Southeast Coastal 6

TRAILER TRAIN'S Research on Wheels spurs PIGGYBACK Progress

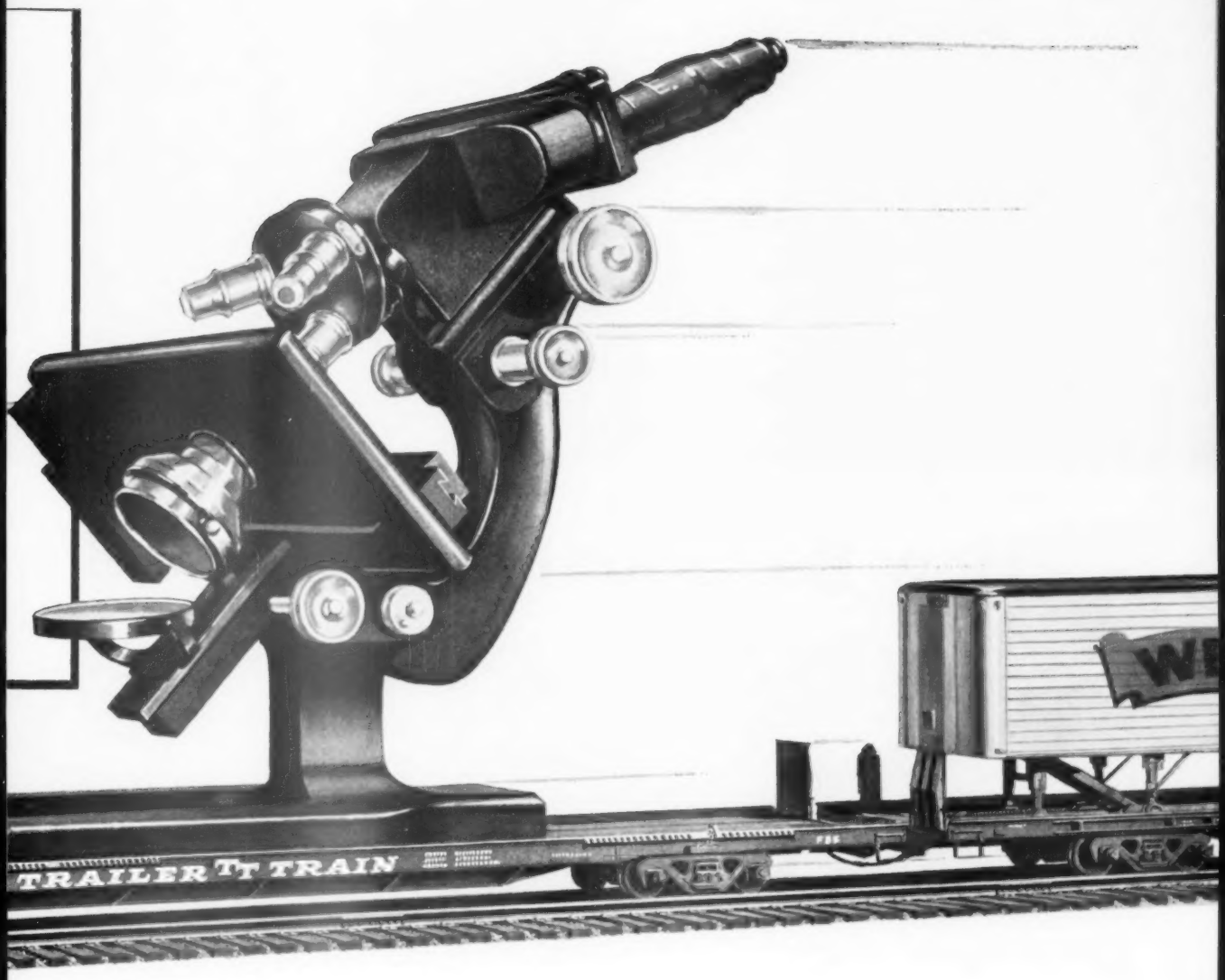


Valuable information is being obtained by Trailer Train these days for its members, suppliers, and shippers . . . information that benefits the entire railroad industry.

Trailer Train's king-size cars average 200 miles per car per day. Because of this day in—day out performance, tests of new devices and materials can be conducted under the most demanding conditions.

Journal bearings, brakes, wheels, draft gears, trucks, axles, bridge plates, and trailer hitches are being analyzed and tested. Trailer Train is currently studying new piggyback car designs, improved car cushioning, automobile carriers, container handling devices, plus many other items.

In each case, the object is to discover a better approach to an old problem or the best approach to a new one, so that Trailer Train Piggyback may achieve the fullest car utilization for its members and the best service possible for piggyback shippers.



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TRAILER TRAIN PIGGYBACK SERVICE

Atlantic Coast Line
Baltimore & Ohio
Boston & Maine
Burlington
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Chesapeake & Ohio
Chicago Great Western
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Cotton Belt
D. T. & I.
Frisco
Great Northern
Gulf, Mobile & Ohio
Illinois Central
Kansas City Southern
Louisville & Nashville
Milwaukee Road
Missouri-Kansas-Texas
Missouri Pacific
Nickel Plate
Norfolk & Western
Northern Pacific
Pennsylvania
Reading
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Santa Fe
Seaboard Air Line
Southern
Southern Pacific
T. P. & W.
Texas & Pacific
Union Pacific
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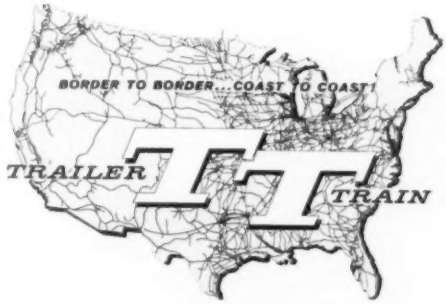
Western Pacific



6 Penn Center Plaza • Philadelphia 3, Pa.

All for one—and one for all!

CARS LOADED at mine each day are moved to power plant the same night, unloaded there next day, and returned to

How the Southern Uses Its Big

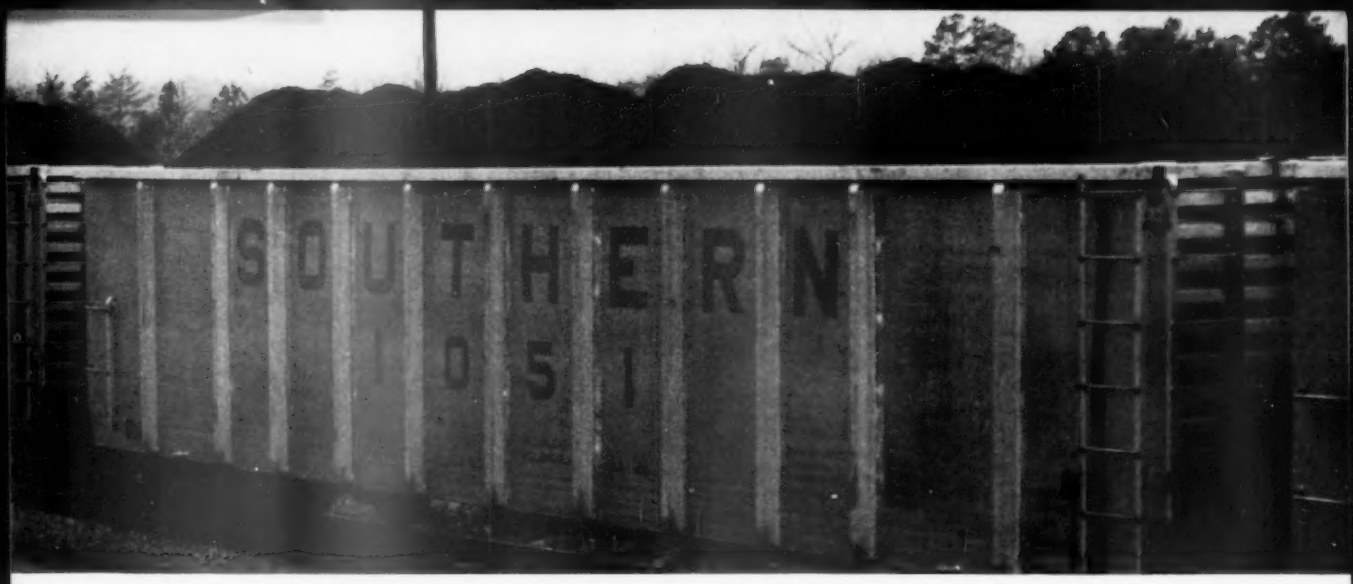
AT WILSONVILLE, loaded gondola cars are moved, on arrival, into storage yard (left background, beyond coal storage pile); then pulled around dumper and scale on bypass track; pushed back over scale and through dumper (center, under belt conveyor), where one is weighed as another is emptied, and finally shoved empty to yard for return to mines. Coal goes from pit under dumper via belt conveyor to crusher (not shown); thence to power plant or, by lateral conveyor, to storage.

About 2 a.m., every workday morning, a solid train of the Southern's big new 110-ton-capacity aluminum gondola cars pulls into Birmingham, Ala. Ten minutes later the same train is headed out again, for daybreak delivery of its 6,000-plus tons of good steam coal to the massive Southern Electric Generating Company (SEGCO) No. 1 Steam Plant near Wilsonville, Ala.

The operation, and the empty return movement that is an integral part of it, are a good example, says a Southern spokesman, of "transportation engineering." All the elements, he explains, were planned to produce maximum efficiency and economy for shipper and carrier alike. The shipper "didn't back the railroad into a corner." The railroad "didn't just adapt existing equipment to a new situation." Instead, they worked things out together to their mutual advantage.

Even the rate for the movement—though not an "agreed charge" in the ordinary sense of that term—was reached by negotiation. A major element in the negotiating process was SEGCO's willingness and ability to load the new high-tonnage cars to full capacity and to unload them fast. This assured the

UNLOADING of about 110 tons of coal from each car takes less than a minute with Heyl & Patterson rotary dumper. With allowance for necessary switching time, initial dumping rate was about 11 cars per hour; can be speeded up as power production—and coal consumption—of Southern Electric Generating Company's Yellowleaf power plant are increased.



mine that night. Thus, each set of cars makes a complete round trip every 48 hours.

Aluminum Gondolas

railroad of maximum utilization and minimum idle time for its relatively expensive equipment.

It was, in fact, in anticipation of the Wilsonville movement, and others like it, that the Southern, in 1959, ordered from Pullman-Standard the 750 aluminum gondola cars of which those assigned exclusively to SEGCO service are part (RA, July 13, 1959, p. 9).

The coal-burning Yellowleaf electric generating plant which the cars supply is on the Coosa River. It is owned and operated by the Southern Electric Generating Company, a member of The Southern Company system. It is planned for an initial capacity of one million kilowatts, in four 250,000-kw units, two of which are in operation and two under construction.

Sufficient coal for present requirements of the still-building plant is drawn from a captive mine, SEGCO Mine No. 1, in the Warrior coal field at Parrish, Ala., on the Birmingham-Sheffield line of the Southern's Birmingham division. The mine, which has a planned annual capacity of 1,500,000 tons, works a double daily shift: 7 a.m. to 11 p.m.

The 55 cars—one-half the total pool—loaded during those hours are picked up by a Southern train crew at 11 p.m. and moved about 45 miles into Birmingham. There the train is turned over to a Mobile division crew for the 75-mi trip to Wilsonville, which is on the Mobile division's Mobile-Anniston line. With five 1,500-hp F-7 diesel locomotives, it moves at maximum authorized speeds—there are no restrictions because of equipment—to complete the 120-mi trip to Wilsonville by 7 a.m.

Because the train is solid from origin to destination, no yarding is necessary, though at Birmingham the train does have to reverse its direction. This is accomplished in about 10 min by running the locomotives around the train. That operation, and the necessary change of divisional crews, are simplified by use of two cabooses, one on each end, which avoids any need for moving either of them. The cabooses have been equipped with roller bearings.

On arrival at Wilsonville, the cars are moved into a three-track yard. From there, they are pulled, in cuts of eight or 10, past a rotary dumper on a bypass track which parallels the dumper track; then pushed back on the dumper track over a scale and into the dumper, which spills 110 tons of coal out of each car in something less than a minute. All this work is handled by SEGCO's own locomotives — two 100-ton General Electric diesels, only one of which, however, is used at a time. With allowance for switching time, they move about 13 cars an hour through the dumper.

As each car is dumped, the one behind it is weighed. After a car is emptied, its brakes are manually released, and it is pushed to the clearance point by the next car, which is then pulled back into the dumper. Brakes are manually reset on the first few cars of each cut after they clear the dumper; this serves to hold all the following empty cars from rolling away from the dumper, while a small track retarder keeps any cars from rolling back onto the dumper. Also, there is an electric eye that stops the dumper if a car should roll through the retarder. When all cars in a cut have been emptied, they are pushed back onto one of the yard tracks.

Coal, dumped first into a 500-ton track pit under the dumper, is moved by belt conveyor to a crusher house, where trampiron is magnetically separated; "fines" are screened out by vibrators; and larger lumps (pre-crushed at the mine to -4 in.) are further crushed to -1 in.

From the crusher house, coal may be moved, by another belt conveyor, direct to the power plant, where it is pulverized and fed into the boilers, or it may be carried, by a lateral conveyor, to a storage pile with a planned ultimate capacity of 1,000,000 tons. From the storage pile, coal is scraped back into the track pit; moved from there by belt conveyor through the

(*Continued on page 33*)

'POPULAR, MAINTENANCE FREE'

The Southern reports that its aluminum cars have been practically maintenance free in the two years they have been in service, with very high utilization. The king-size cars, Southern says, have become very popular with both shippers and receivers, turning in record-breaking mileage performances, and enabling the railroad to offer volume movements at incentive rates, with both shippers and the railroad benefiting from savings the cars make possible.

GENERAL AMERICAN'S

G-85

PIGGY-BACK CARS

ARE NOW IN SERVICE ON THESE RAILROADS:

Cotton Belt	**Through TTX**
Great Northern	Burlington
Northern Pacific	Illinois Central
Santa Fe	**Through NITX**
Southern Pacific	Erie-Lackawanna
Union Pacific	Monon
Western Maryland	Southern Pacific

America's most modern piggyback car—General American's G-85—is rapidly winning preference. It's no wonder, for the G-85 combines fastest tie-down and unloading with lowest clearance for trailers and racks of any standard 33 inch wheel car. Furthermore, the G-85 is built so there are no side limitations or obstructions on the car restricting width of containers, auto racks or future trailers.

G-85 production lines are rolling now. For information on delivery, call or write today.

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Piggy-Back GENERAL AMERICAN TRADE MARK

Offices in principal cities.

LERT TRAIN

WIDER LADING SPACE results from placing side posts on exterior. Body is insulated with polystyrene.

GATC Offers New Meat Reefer

LIFT TRUCK handles refrigeration package which contains cooling equipment and its propane engine.

General American's new patented mechanical refrigerator car, first of 210 to be built for lease to four packing companies, is designed specifically for hauling fresh meat and other packinghouse products. According to Spencer D. Moseley, General American president, "the new model offers a better package for special use of the packer and is markedly more economical than the all-purpose car." It can maintain any temperature between 26 to 70 deg F.

The cars are the first to be built for large-scale production with polystyrene foam insulation panels throughout and propane-fueled engines to drive the cooling units. Insulation bonded to plywood forms 6-in.-thick rigid panels used for insulation throughout the body. The ceiling, floor, one of the end walls and sides from the door openings to ends of the car, are all one-piece panels. A 2-in. thickness of fiber glass is added between the ceiling panel and the roof. Plug door insulation is 4½ in. thick.

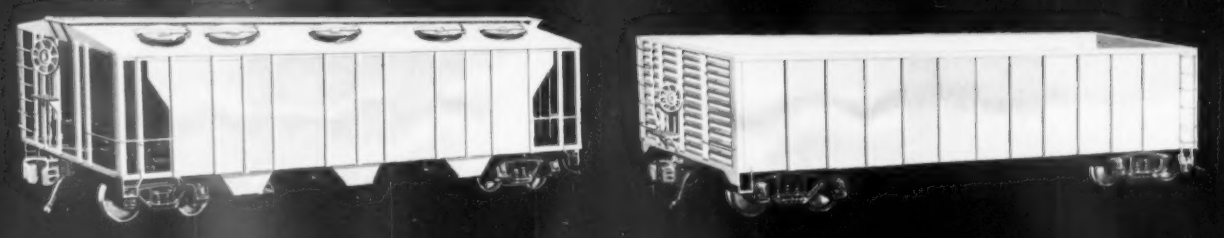
Foam plastic was first used by GATC in an experimental car in 1947 and in 35 cars in 1949. It is said to reduce the car's heat absorption to approximately half that of conventional cars, allowing a more economical refrigerating unit to be used. The cooling unit is built by Thermo-King Corporation to General American specifications.

The refrigeration unit includes an evaporator and fan, expansion valve, blower, heat exchanger and controls. This section fits into a plenum chamber through which the air in the lading space is drawn. The power section of the refrigeration unit, in the same package, consists of the two-cylinder engine, compressor, condenser, and controls, and is outside the insulated portion of the car. All cooling-unit servicing can be done without entering the lading space. In the conventional car, repairs to the evaporator unit cannot be made when the car is loaded. The refrigeration package can be removed by a fork lift and replaced in less than one-half hour. The car's propane fuel tank has a capacity of 660 lb, making it possible for the unit to operate from eight to twelve days.

Car temperature is maintained through fully automatic temperature control. The unit operates at high speed until a point 2 deg F above the desired temperature is reached. The engine is then throttled back to low speed.

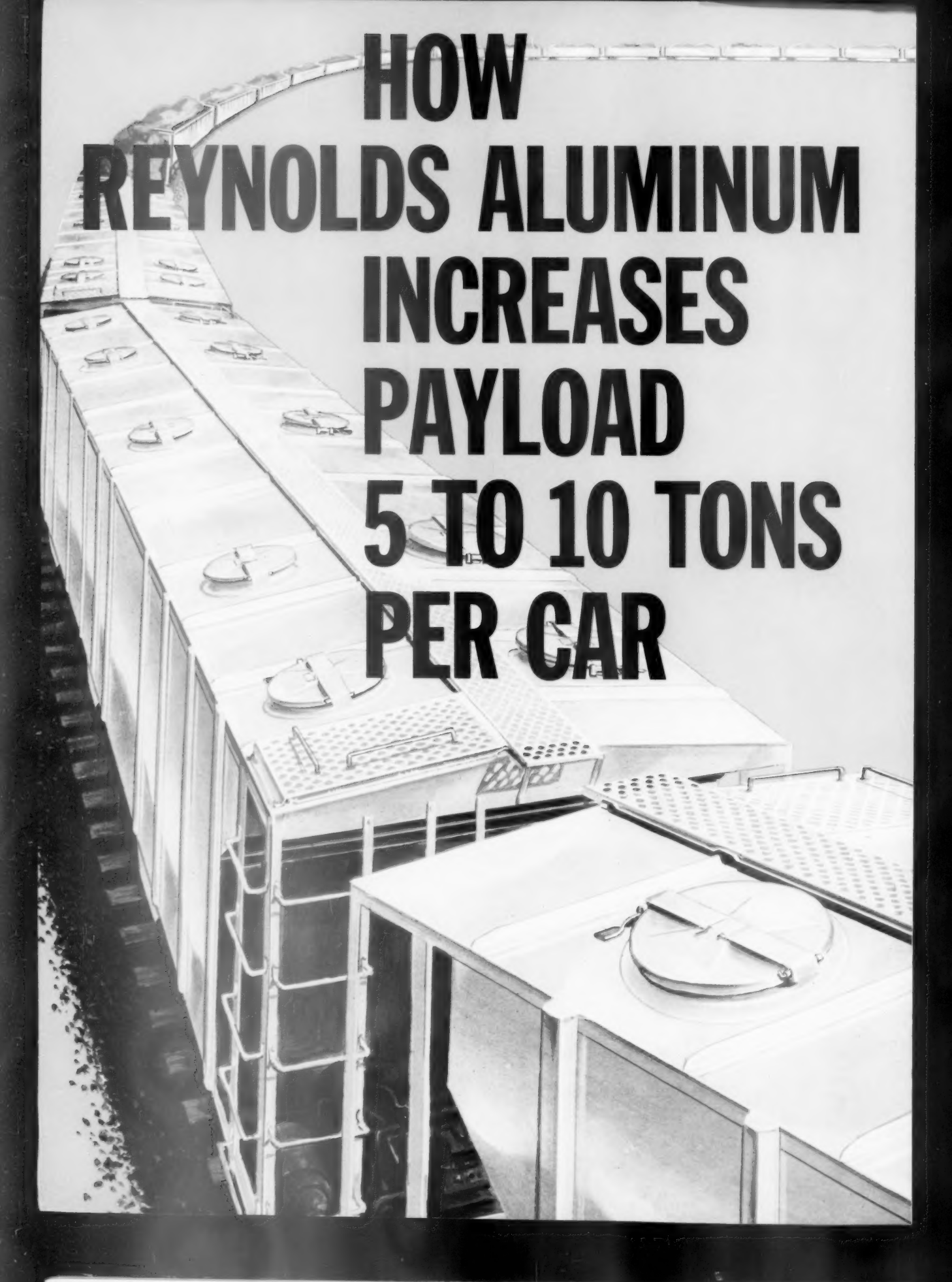
A 70,000 ft-lb, 10-in.-travel, Waugh cushion underframe is used. The 40-ton Barber S-2-C trucks have 3-11/16-in. spring travel and are fitted with Timken roller bearings.

NOW! 100 Ton Payload Hopper and Gondola Cars made with REYNOLDS ALUMINUM



Here's what this important breakthrough means for the railroads:

Bigger Payloads
Better Return on Car Investment
Lower Maintenance
Reduced Operating Costs



HOW REYNOLDS ALUMINUM INCREASES PAYLOAD 5 TO 10 TONS PER CAR

Strong, Lightweight, Rustfree Aluminum Reduces Car Deadweight, Cuts Maintenance, Increases Profit in Hopper and Gondola Cars

More than 1,200 hopper and gondola cars with bodies of Reynolds Aluminum are now in service on American tracks. These cars, built by Pullman-Standard Car Mfg. Co. and Magor Car Corp., *carry at least 5 tons more revenue-producing freight* than comparable steel cars! And, depending on the cargo, this payload gain is as much as *10 tons* per car. Aluminum is the key to this bonus. These cars weigh less, so they can carry more within rail weight limits. And they earn that much more revenue every trip.

Now Possible—100 Ton Payload Cars

In fact, aluminum now makes it possible to build a 101 ton payload gondola car for coal service. It is the only practical material that's strong enough, rigid enough—and light enough—to give the car designer a "box" that will carry over 101 tons of payload within the total weight limit of 251,000 lbs.

Aluminum's weight-savings can work in two ways: You can have an aluminum car that is the same size as a steel car—but with less deadweight and increased operating economies. Or, you can build a bigger aluminum car which weighs the same as a smaller steel car—with greater payload and increased car revenue.

Major Savings in Maintenance

Aluminum cars pay off in service, too. Because aluminum resists corrosion and will not rust, aluminum car side sheets can be expected to serve longer with less maintenance.

The aluminum cars never need painting for protection, and they are easy to maintain and clean, even when handling such corrosive materials as salt, coal, cement, and many other bulk cargo commodities.

The new aluminum hopper and gondola cars cost somewhat more initially when the price of the basic metal is considered alone. However, the owners expect them to earn that difference back—in higher payloads—in just a few years. Maintenance savings are just that much more bonus.

There's a benefit waiting at the end of the aluminum cars' long life, as well: The aluminum scrap can return an important slice of the original cost to the owner.

What Made Breakthrough Possible

The aluminum hopper and gondola cars were not born overnight. It took many years of intensive development work by Reynolds engineers and railroad teams—and long experience in producing aluminum for railroad service. Now, thanks to this effort, the railroad industry can look forward to greater car earnings, and important savings in rolling stock service.

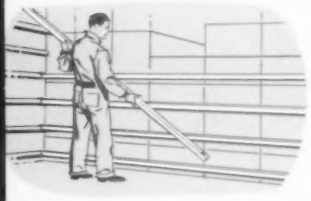
Here's why:

1. **Aluminum plate is available from Reynolds in a wide range of proper sizes for car construction.**
2. **Welding techniques have been developed to cut car construction costs with aluminum.**
3. **Reynolds Aluminum alloys offer resistance to corrosion by coal, chemicals, food products, and many other commodities.**
4. **Reynolds Aluminum railroad car stock prices make the economic advantages of aluminum greater than ever.**

WRITE FOR DETAILS...SEE NEXT PAGE.

Geared to Serve the Railroad Industry with Aluminum and Aluminum Know-how...

REYNOLDS ALUMINUM



The new hopper and gondola cars are but the latest in a long list of rail equipment improvements that light, strong, rustfree Reynolds Aluminum has made possible.

This versatile metal is cutting costs and improving service in a wide range of applications—in rolling stock, rail yard equipment and supplies. You'll find aluminum can cut your costs, too—in baggage car, box car and refrigerator car doors, floors and floor racks, freight car inner-liners, crossmembers, electrical equipment and conductors, crossbuck and operating signs, chain link fencing, and utility buildings.

For many years, Reynolds has supplied quality aluminum to the railroad industry, and it has supplied aluminum *know-how*, as well. Reynolds Engineering Department, with its wide experience in railroad applications, offers specialized technical assistance on the design and fabrication of rail equipment with aluminum.

For details on aluminum for any of these applications, or for information on technical and engineering services, contact the people who know aluminum for the railroad industry—Reynolds. Call the local Reynolds office, or write *Reynolds Metals Company, P.O. Box 2346-TL, Richmond 18, Va.*

REYNOLDS ALUMINUM

Watch Reynolds TV show "Harrigan & Son", Fridays—ABC-TV

HOW TO MODERNIZE THE IC ACT (*Continued from page 13*)

could be some improvement by limiting carrier protests to individual carriers rather than associations, and a further limitation of suspension time." He, too, would combine all four parts of the act into one, to make all regulated carriers subject to the same rules.

More rate-making freedom for railroads would help fit the act to present-day necessities, comments another respondent, who feels, however, that ICC regulation is still needed.

Broader departure from present practice is advocated by a New England traffic manager, who says "transportation systems in the United States will never be effective and economical until each mode of transport publishes rates predicated on their cost system, and concur in through rates and routes for the benefit of the public." "The Interstate Commerce Act," he adds, "should be revised in total to provide 20th century rules and regulations instead of 19th century applications."

Wide Range of Views

"The important point," says a Los Angeles man, "is that railroads should be able to price their services with only the necessity to prove, if called upon, that their charges were compensatory to themselves and not discriminatory to any other shipper or area. They should not have to price their services to the satisfaction or needs of other modes of transport." Among "other changes and reductions to realistically reflect present conditions," he would reduce the number of reports required; permit railroads to abandon unprofitable lines, "not arbitrarily, but with less restriction and time than is now required"; and seek a "more liberal attitude" by the Commission on acquisitions, "particularly of smaller lines by larger ones."

A Pacific Northwest traffic man, expressing his views in some detail, offers the opinion that "the remedy lies not in abolishing the ICC, but rather in revising, shortening, simplifying and clarifying the Interstate Commerce Act. There should be less regulation of the transportation industry, but all forms should be regulated equally. Section 22 rates should be abolished and the agricultural exemption repealed. Adequate user charges should be imposed upon all carriers who avail themselves of facilities provided at public expense. Competition should be fostered, not hindered."

An important number of shippers clearly state a desire for continued regulation—in some form. A Texas shipper, for example, though conceding that "possibly many detailed portions of Part I could be pruned down," disagrees flatly with the editorial contention that "regulation no longer adequately performs its primary function of protecting the interests of purchasers of transportation."

Another respondent sees much that is "unfair" in the present situation, but asks if "the position would be any better if the act were largely repealed, leaving the law of the jungle to apply"? "The road out," he suggests, "is not to eliminate present regulation to any appreciable extent . . . but rather to bring all types of transport under the same regulation—the same laws for all—so integration of all services can be accomplished." Continued regulation is essential in his view, because "we still need a national transportation medium available to all," and it can be provided only under regulation. Like his Texas colleague, he would, in fact, extend regulation to cover many now-exempt areas, and thus hope to cut down on illegal trucking.

A Chicago man says "the only excuse for economic regulation of carriers is protection of the shipping and receiving public," and thinks it is still necessary for protection of carriers and shippers alike. He, however, would repeal Section 4, and reword "rules pertaining to reasonableness, discrimination, prejudice, etc., to eliminate from consideration rail rates made to meet competition of other carriers or private facilities," on the ground that "presence of these other means of transport should be sufficient guarantee against undue abuses, and clear the way for true exercise of managerial discretion in rate-making."

(He adds the interesting observation that "railroads made a grave mistake in the early 30s when they fought for regulation of motor carriers rather than greater rate freedom for themselves.")

An Ohio traffic manager "would not subscribe to repeal of the act, for in many ways it protects the shipping public and to a lesser degree the carriers." He feels, however, that "it could be changed to afford the carriers greater freedom for honest competition, and at the same time protect the public from prejudice and discrimination — which after all was the primary reason for its enactment." The National Transportation Policy, he adds, "is within itself an admirable thought, but its administration must be tempered with reasonableness."

Perhaps the best single summary of U.S. reaction to the Railway Age editorial comes, oddly enough, from a Canadian shipper, who writes: "If a growing fruit tree is allowed to spread without pruning, it will eventually cease to produce fruit in a quantity to warrant its existence. This, to me, is what is happening to railroads through lack of pruning of the Interstate Commerce Act to meet demands of today's growth." He ends with the admonition: "Lawmakers—look over the tree and get out the pruning shears!"

[A number of replies went into considerable detail as to methods which might be used in revising the act, and functions which might be left to the Interstate Commerce Commission after such revision. These replies will be reported in the Railway Age of Sept. 25.—Editor.]

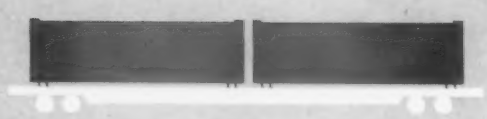
SOUTHERN'S GONDOLAS (*Continued from page 25*)

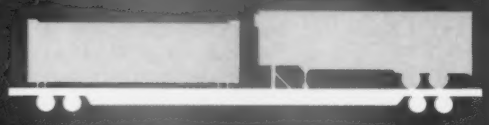
crusher house to the power plant.

When unloading has been completed, about 4 p.m., the 55 empty cars are picked up by the same engines and crew which brought them in and returned to Parrish by 9 or 10 p.m., to be ready for the next day's loading. They are moved, as a Southern operating man puts it, "while everybody's asleep"—when, in other words, nothing else could be done with the cars anyway. Cars made empty on Saturday are returned to the mines that night for Monday loading.

At Wilsonville, the locomotives are held over while the cars are being unloaded between 7 a.m. and 4 p.m. The train crew also lays over, using a special dormitory which the Southern has provided in a quiet area near the storage yard.

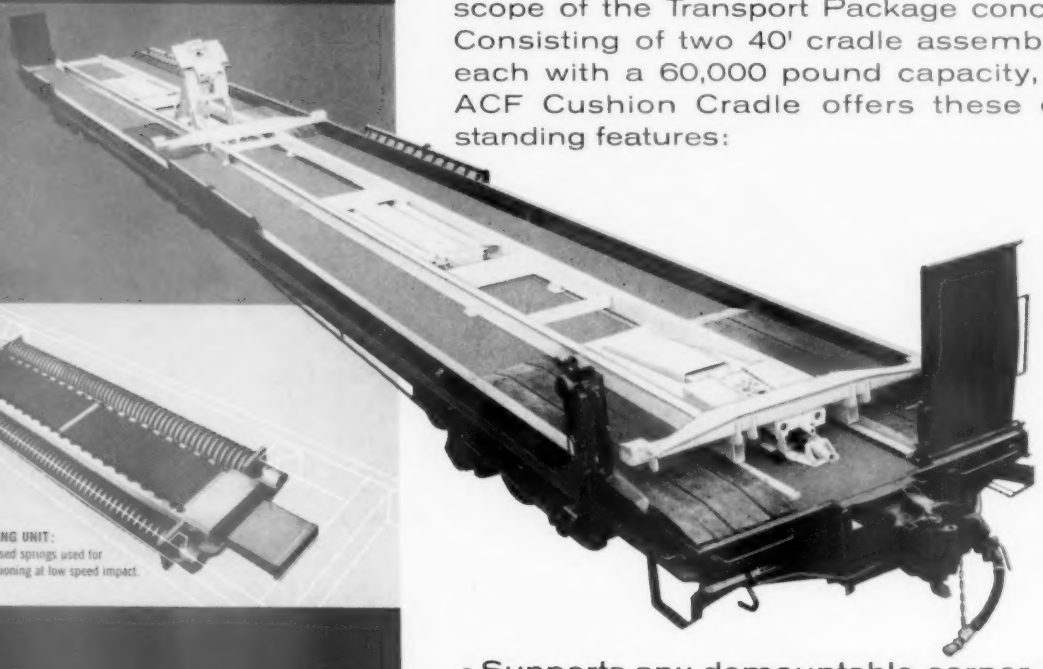
Another captive mine — SEGCO Mine No. 2 under development in the Cahaba Field near Maylene — commenced shipment of coal this spring and will be in full operation with an annual capacity of 500,000 tons by the first of next year. This mine will ship about 20 carloads a day to Wilsonville, 39 mi away. Since Maylene is right on the Southern's route between Birmingham and Wilsonville, these 20 additional cars will be picked up each morning by the train from Parrish. Empties will be set off on the return trip that night. This will increase the total daily delivery to Wilsonville to nearly 9,000 net tons—all in one train.

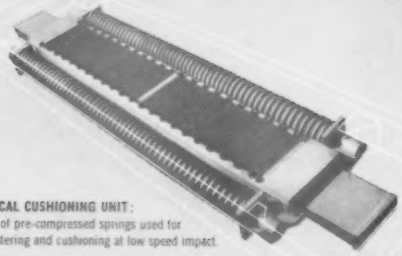




THE **ACF** *CUSHION CRADLE* FOR TODAY'S MOST EFFICIENT CONTAINER AND MULTIPLE POINT TIE-DOWN SERVICE

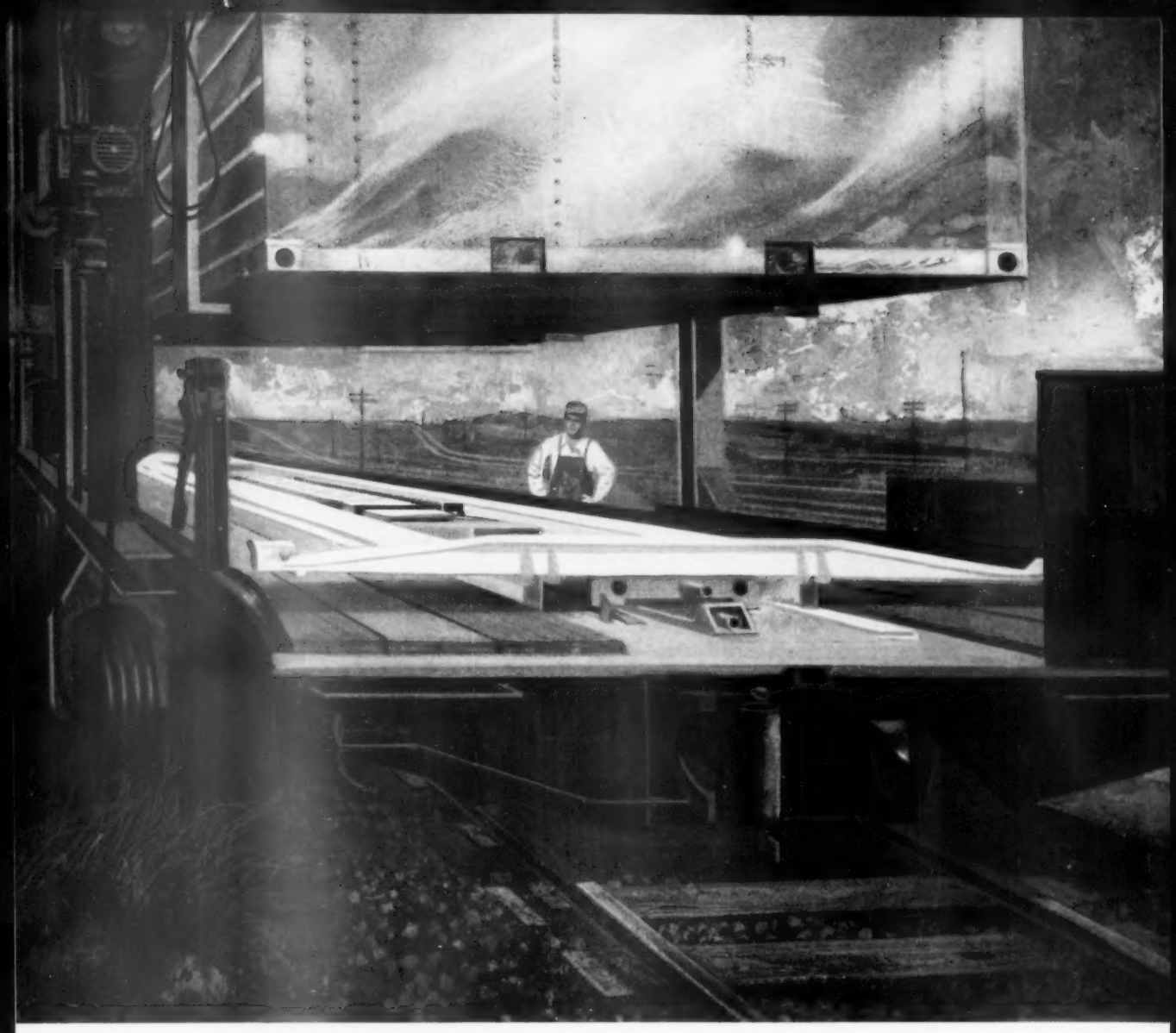
ACF's unique 85' Hitch Hiker and 89' Low-Level Hitch Hiker flat cars plus specially designed attachments make up the Transport Package that handles any trailer, any cargo. Now ACF adds another attachment, the Cushion Cradle, to further broaden the scope of the Transport Package concept. Consisting of two 40' cradle assemblies, each with a 60,000 pound capacity, the ACF Cushion Cradle offers these outstanding features:





TYPICAL CUSHIONING UNIT:
View of pre-compressed springs used for recentering and cushioning at low speed impact.

- Supports any demountable corner post container without intermediate support and without interfering with cushioning
- Easily straddled by any standard trailer
- Reduces forces to less than 2 G's at 10 mph impact with two 60,000 lb. loads
- Does not impede ACF hitch operation
- Adjustable to various lengths by moving and/or adding bolsters
- Cradles can be connected and one cushioning device disconnected for lighter loads
- Easily installed on ACF Hitch Hiker, Low-Level Hitch Hiker and other 85' flat cars



ACF IMPACT PROTECTION MEANS NEW SHIPPING ECONOMIES

ACF has now developed a unique cushioning device that provides outstanding impact protection for containers, farm and construction equipment and any load requiring multiple point tie-down. The ACF Cushion Cradle not only protects shipments from damage but increases the versatility and scope of ACF's Hitch Hiker and Low-Level Hitch Hiker flat cars. Because these flat cars can now be used for more purposes than ever before, shippers can achieve savings in transporting goods that were never possible before.

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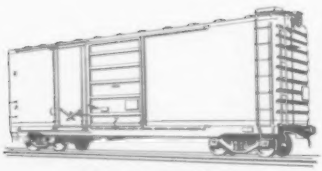
AMERICAN CAR AND FOUNDRY
DIVISION

ACF INDUSTRIES

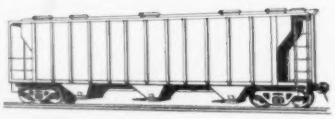
WHY THE MILWAUKEE ROAD SPENT

$18 million on NEW FREIGHT CARS

IN 1960-61

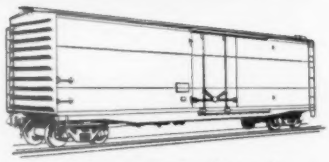


50-ft. Plug-Door Boxcars

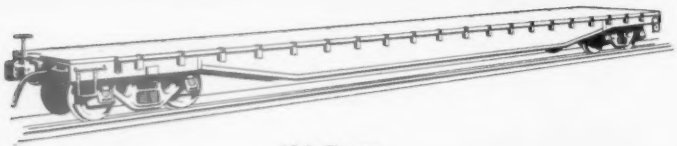


3500-cu. ft. Covered Hoppers

Covered Gondolas



50-ft. Load-Protection Device Cars



60-ft. Flatcars

Purchase designed to meet shippers' needs for various types of loading. Grand total is now 1,781 roller-bearing freight cars!

New car purchases are part of the Milwaukee Road's continuing program of modernization and improvement in equipment and service to customers. Just off the assembly line in April and May—650 new 40-ft. and 100 new 50-ft. boxcars (see large illustration below). These cars are equipped with 9-ft. doors for palletized loading. They include a 3-ft. steel kick-plate and lading-strap anchors for the convenience of shippers. Floors are *nailable* steel. Cars are also equipped with roller bearings for smooth high-speed service, making a total of 1,450 roller-bearing boxcars.

The Milwaukee Road, Union Station Bldg., Chicago.

America's resourceful railroad

THE MILWAUKEE ROAD

New 40-ft. Boxcar

We provide the maximum use of all cars on our railroad because we keep track of them through CARSCOPE. This recently installed electronic car-tracing service maintains a constant check on every piece of loaded freight equipment. It can locate a loaded freight car in a matter of minutes at any hour of the day or night.

Costing for Rates in Britain

Britain's government-owned railways enjoy a far higher degree of rate-making freedom than is allowed to this country's privately-owned carriers. To exercise this freedom intelligently, British Railways have delved deeply into the complex subject of railway costs. The resulting figures have many uses—one of which is to provide proper guide lines for establishment of minimum rate levels. In the article which follows, a British Transport Commission costing expert tells how cost details are derived, and how they are used.

By D. H. BICKERS, Traffic Costing Officer, British Transport Commission

The British Transport Commission came into existence 13 years ago as controlling authority for Britain's 19,000 miles of railways. In addition it acquired large highway operations (eventually amounting to a total fleet of 100,000 freight and passenger motor vehicles). It also took over operation of inland waterways, docks, shipping and a variety of ancillary activities.

The Commission's first studies in traffic costing were concerned with the economics of these several alternative forms of transport and with finding means for comparison between them. The eventual use of costs as a guide in fixing minimum levels of freight rates was only one of the uses of this information. However, application of the large measure of freedom granted to the railways in rate-making after the 1953 Transport Act (e.g., broad power to make contract rates without publication and with uniformity not required) gave great prominence to the use of cost finding in the making of rates. This particular use of cost information has not, however, been kept separate from the overall study of transport economics. The price the railways are prepared to accept for any one customer's traffic is bound to depend on much wider questions of economics and policy that concern the facilities which are used to move any particular segment of traffic. In an industry as complex as railways, the costs of individual shipments are like parts of a crossword puzzle, where answers cannot be found by looking at any single part in isolation.

It is one of the facts of railway life that few out-of-pocket costs can normally be charged against the individual customer's carload traffic. All the complex formulas, and calculations down to the last decimal point, would not disguise the "indivisible" nature of most railway costs, often spread over substantial and complex groups of traffic and varying only with sizeable and long-term changes in demand. But this observation can be accurately made for almost any kind of mass-produced product nowadays.

A large proportion of indivisible cost is the rule in modern industry, and no longer an exceptional case. The real difference which makes railway costing the unique problem it is lies in the infinite variety of railway output, particularly on the freight side, where hardly any two customers want exactly the same service at the same time, between the same two points, for identical carloads of traffic. Overall average costs per ton-mile are useless in such a situation as a guide for pricing. The ton-mile label hides a multitude of different kinds of output, all with their own special cost features.

A more promising approach is to break down each movement in the first place, to see what goes into the final service provided, and to pick up the elements which different kinds of traffic do have in common. Suppose we assume, for instance, that yard switching costs the same for any car in any yard, that line-haul costs the same per car-mile whatever the train or route, and so on right through all the operating functions. Each of these elements may, in fact, show substantial variations in cost, but at least there is a much closer similarity between switching cars, for instance, than between the entire movement patterns of dissimilar traffic.

These movements from shipper to consignee each comprise a combination of such operating items as a varying number of yard handlings, different lengths of line-haul, differing terminal requirements, and so on. The costing operation amounts in the first place to studying all the detailed parts of these individual operations and obtaining for each a range of unit costs in terms of an appropriate unit of output (car, ton, consignment or train-mile, as the case may be). An essential part of these studies is to pinpoint the major factors responsible for variations in cost levels, so that the effect of different operating conditions, traffic densities, degrees of utilization, and other important features, can be marked and understood.

Once the preliminary study is completed, each type of operation can be given a representative price tag, or perhaps a range of prices. Then, as each throughout costing is wanted for a customer's traffic, the individual movements can be broken down into types of operation, and individual "prices" added together to give an aggregate throughout.

This, in essence, is the kind of costing approach chosen in Britain. In a sense, the method makes use of average costs, but they they are averages which are specific for each type of operation, so that the essential pattern of a movement is preserved and is not lost in figures spread indiscriminately over operations involving different methods of handling.

But even in the initial stages the B.T.C.'s Traffic Costing Service found it possible to use more sophisticated figures than simple overall averages for each type of activity. For example, line-haul costs per car-mile were varied according to the type of train and also to the loading per car, to the extent that this could affect the number of cars allowed behind the locomotive. The costs of providing the car itself were allocated according to likely turn-around time, and could be varied to take account of general or seasonal levels of utilization for the type of car used. At a later stage, operations at all 6,000 freight stations on the system and at all private sidings were analyzed by sampling processes so that terminal facilities, including switching and local pick-up haulage, could be reckoned into the cost of a particular complete movement, according to the actual terminals involved.

Two features deserve special emphasis. First, the costs are related fundamentally to the whole trip of the car, and not to individual tons or ton-miles, so that estimates are not for the most part affected by what goes into the car. The result is to reduce movement costs per ton almost in proportion to the loading achieved per car.

Secondly, *the real purpose of the analysis is to provide a guide for the minimum level for a rate, and not to set the final figure actually quoted to the customer.* The initial estimate is for "Direct Cost," covering all facilities used for the movement—except the

(Continued on page 43)

TAKE THE CHANCE OUT OF YOUR SHIPPING

...and lower over-all distribution costs, too!

Your experience as consignee or shipper tells you that nothing beats modern rail transportation for *day-in-day-out dependability.*

"But what about comparative costs?" you say.

To which we reply with another question: "Have you made a recent check of Seaboard's rates for your particular shipments, the specialized equipment and flexible services we offer?"

It may well be that we can reduce the transportation part of your over-all distribution costs — while providing you with dependable, interested Seaboard service every step of the way.

Let's talk it over — soon.
Call your nearest Seaboard representative.

Take advantage of Seaboard's rapidly expanding Piggyback facilities.

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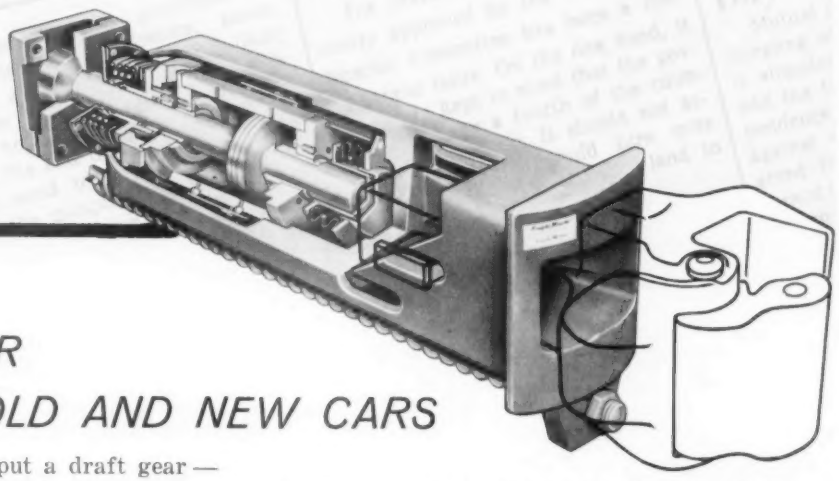
ANOTHER SUCCESS STORY FROM *Freight Master*

504 CARLOADS OF NEWSPRINT

...arrived damage free

A study was recently made of 509 carload shipments of newsprint in freight cars equipped with FreightMaster hydraulic cushioning devices. There was not a single instance of damage in 504 carloads. Minor damage in three additional carloads did not result in claims. Only two of the 509 carloads had claimed damage — and these shipments were accepted after rewinding the newsprint.



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... right where you used to put a draft gear — but protects freight better than draft gears ever could. The hydraulic cushioning action of the FreightMaster unit absorbs enormous draft and buff forces (tested at 15 mph impact speeds) without even an inch of uncontrolled recoil.

ADVANCED DESIGN of the FreightMaster unit eliminates internal high hydraulic pressures; withstands angular impact; does away with coupler droop, converts shock into a controlled directional movement; improves action and response of the entire train.

MAKE THE MOVE TO FreightMaster. Your claims will be smaller — and your customers happier! For further information and literature on the FreightMaster Hydraulic Cushioning Device, write to...

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A DIVISION OF **Halliburton** COMPANY

FreightMaster has received A.A.R. limited approval for use in general interchange service.

S.P. Piggyback between Houston and Dallas-Ft. Worth

Now S.P. Piggyback is available between Houston and the Dallas-Ft. Worth areas on an overnight schedule. Both trailer-load and LTL shipments reach consignee's loading dock at the beginning of the next business day!

On the West Coast, S.P. maintains similar fast overnight Piggyback schedules between the Los Angeles and San Francisco areas, with second-morning delivery for shipments between these areas and Portland, Oregon.

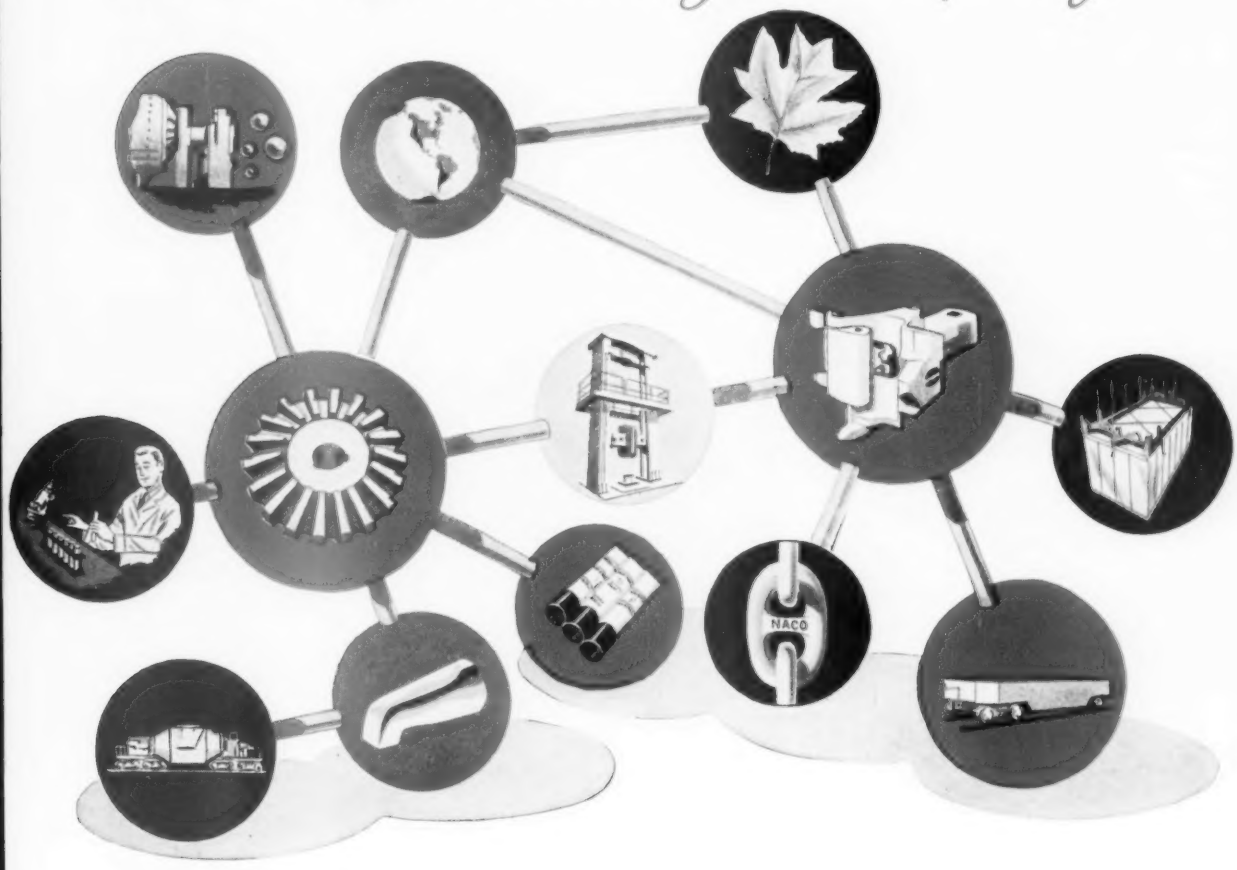
Piggyback has proved a winner ever since Southern Pacific pioneered this *smooth, safe* and *sure* modern shipping service in the Southwest and West. Today S.P. offers the largest fleet of Piggyback equipment in the U.S., and more than 60 Piggyback ramps, strategically located throughout the eleven-state "Golden Empire" we serve.

Southern Pacific

Serving the Golden Empire with
TRAINS • TRUCKS • PIGGYBACK • PIPELINES

We changed our name to

National Castings Company



We recently changed our name — from National Malleable and Steel Castings Company to National Castings Company — for these major reasons:

Broadened Marketing Base through a coordinated program of new-product research and development.

Acquisition of Properties as part of a general diversification plan.

Increased Scope and Depth of services on both a national and international scale.

We feel, too, that our new, briefer name — National Castings Company — will be more readily remembered. It will probably profit you to remember National Castings Company if your business can use any of these National products or services.

A-6216A

Capitol Foundry Division, Phoenix, Arizona . . . Job lot and production castings for Western mining, ore processing and metalworking industries.

Grand Rapids Die Casting Company, Subsidiary, Grand Rapids, Michigan . . . Non-ferrous die castings for appliance, automotive, and other high-volume production industries.

Grand Rapids Plating Company, Subsidiary, Grand Rapids, Michigan . . . Quality plating and finishes for durable consumer goods producers.

Hill Hubbell Company, Subsidiary, Cleveland, Ohio . . . Corrosion resistant pipe covering for fluid distribution systems and pipelines.

Industrial Division, Cleveland, Ohio . . . Castings for automotive, farm, road construction equipment, appliance, electrical transmission, hardware and other industries.

International Division, Cleveland, Ohio . . . Direct sales of domestic production; licensing of National products overseas.

Metallurgical Research Laboratory, Cleveland, Ohio . . . Practical research for improved metals and methods.

National Castings Company of Canada, Ltd., Toronto, Ontario . . . Sales of National transportation products in Canada.

Technical Center, Cleveland, Ohio . . . Engineering, research, development of National products; contract testing and development.

Transportation Products Division, Cleveland, Ohio . . . Railway, marine, trucking, barge, mine and mill industries; Speedloader container handling systems.

NATIONAL CASTINGS COMPANY
Cleveland 6, Ohio

THE MILWAUKEE ROAD

WILLIAM J. QUINN
PRESIDENT

"I am very favorably impressed by the effective coverage Railway Age gives to pertinent railroad subjects, and have a high respect for its usefulness to our industry."

William J. Quinn

important items of track and signaling. These two elements, together with the costs of general administration, are treated as "Joint Indirect Costs," incapable of apportionment to individual traffic or movements, except by some arbitrary and artificial formula. The overall objective in pricing is, of course, to recover total costs, but the contribution obtained from individual transactions or movements (over and above the "Direct Cost") is governed by market conditions. The charging procedure, thus, retains the principle of "charging what the traffic will bear" but introduces a criterion as to what the "floor" should be—the minimum level of

(*Continued on page 54*)

Two Examples of the British Method

As a simple example of what is involved in estimating direct costs, suppose a quick answer is wanted for a small flow of traffic, forwarded in single carloads from a shipper at Station A to Station B. The details might be as follows:

DATA:

1) Total haul, 300 miles (280 miles by line-haul trains; 20 miles by local pick-up trains).
2) Proportion of empty to loaded movement of cars—not known.
3) Car turnaround time—not known. (Average assumed, bearing in mind total distance and number of times handled in yards.)
4) Car load, 8 tons.
5) Type of car, ordinary van (i.e., box car).
6) Number of times in yards, 3.

ESTIMATED DIRECT COSTS:	COST PER LOADED CAR TRIP (£)
1) *Line haul*—Scale cost per mile (according to type of car and load) × 280 miles + scale cost per mile for empty car × 280 miles × % empty to loaded miles	£ 4.75
2) *Provision and maintenance of car*—Scale cost (depending on type of car and average turnaround time for 300 miles)	1.75
3) *Yard handling*—Scale cost per car yarded, including average % empty to loaded journeys × 3 times yarded	1.00
4) *Terminal switching*) Scale cost depending	
5) *Local pick-up haulage*) on the cost	
6) *Terminal facilities*) classification of initial and final	
) terminals—	
Origin station	0.50
Destination station	1.50
7) *Documentation*—Scale cost per consignment for class of traffic	0.25
8) *Loss and damage*—Scale cost per ton for class of traffic	0.25
Direct cost per car	£10.00
per ton	£ 1.25

Needless to say, the figures are as hypothetical as the example, but their relative order is not unrealistic.

For more important streams of traffic a closer look would be taken at the operating and costing detail. For instance, if the traffic in question amounted to 60,000 tons a year, in trainloads of 600 tons, from shipper's Private Siding X to Private Siding Y, direct costs might be estimated as follows:

DATA:

1) Transit distance, 180 miles.
2) Cars returned empty in trainloads to forwarding point.
3) Car turnaround time, 5 days (307 working days per annum ÷ loaded trips per annum).
4) Average car load, 17½ tons (34 cars per train).
5) Type of car, 21-ton mineral hopper.

ESTIMATED DIRECT COSTS:	COST PER LOADED TRAIN JOURNEY (£)
1) *Haulage*	
a) Provision of steam locomotive and brake vans (i.e., cabooses). (Replacement cost and interest on capital). Cost per annum ÷ % availability ÷ 307 working days per annum = cost per day "available." Cost per day related to loaded and empty train movement by investigating actual train operation. Allocation pro rata to time involved on these and any other movements during the day	£10.00
b) *Maintenance of locomotives*—Cost per mile for class of locomotive × 180 miles (including empty train and light running)	20.00
c) *Fuel, water and lubricants*—Cost per mile for class of locomotive × 180 miles	35.00
d) *Train crews*—Cost per week allocated according to actual operation, and pro rata to time involved	21.00
e) *Stabling and servicing of locomotives*—Cost per occasion for enginehouses in question, allocated pro rata to time involved	7.00
	£93.00
2) *Provision and maintenance of cars*—Cost per day "available" × 5 days turnaround × 34 cars per train	50.00
3) *Terminal Facilities*—Cost of local supervision and any staff or facilities provided at the actual sidings in question...	6.00
4) *Documentation*—Scale cost per consignment for class of traffic	0.25
5) *Loss and damage*—Scale cost per ton for class of traffic	0.75
Direct cost per trainload	£150.00
per car	£ 4.4
per ton	£ 0.25

This system provides a straightforward and flexible framework which allows new refinements to be built in as we go along; but all its practical advantages would be gained only at the risk of over-simplified and artificial results if it were used to reduce costing to an exercise in arithmetic, with answers almost ready-made.

Handy Reference to RR Associations

The following list gives names and addresses of secretaries and dates and places of next or regular meetings, where available.

AIR BRAKE ASSOCIATION.—John B. Ball 224 S. Lincoln Ave., Aurora, Ill. Annual meeting, September 11-13, Hotel Sherman, Chicago.

ALLIED RAILWAY SUPPLY ASSOCIATION.—Albert Schiffers, Jr., 80 E. Jackson Blvd., Chicago 4. Exhibit in conjunction with Coordinated Mechanical Associations, September 10-13, Hotel Sherman, Chicago; track exhibit, IC 31st Street Yards.

AMERICAN ASSOCIATION OF BAGGAGE TRAFFIC MANAGERS.—W. B. Paul, Seabord Air Line, Room 408, SAL Bldg., Richmond 13, Va. Annual Meeting, May 14-16, 1962, Continental Hotel, Kansas City, Mo.

AMERICAN ASSOCIATION OF PASSENGER RATE MEN.—F. X. Severtsen, AT&SF Ry., 1115 Railway Exchange Bldg., Chicago 4. Annual Meeting, October 12-14, Statler-Hilton Hotel, St. Louis.

AMERICAN ASSOCIATION OF PASSENGER TRAFFIC OFFICERS.—B. D. Branch, Hotel Manhattan, 44th St. & 8th Ave., New York 18. Annual meeting September 18-20, Broadmoor Hotel, Colorado Springs, Colo.

AMERICAN ASSOCIATION OF RAILROAD SUPERINTENDENTS.—Mrs. Ruth Weggeberg, 220 S. Michigan Ave., Chicago 4.

AMERICAN ASSOCIATION OF TRAVELING PASSENGER AGENTS.—R. T. Mullencott, Wabash, 1448 Railway Exchange, St. Louis 1. Annual meeting, September 6-7, Jasper Park Lodge, Jasper National Park, Alberta, Can.

AMERICAN COUNCIL OF RAILROAD WOMEN.—Mary Hurley, Chicago & Eastern Illinois, 332 S. Michigan Ave., Chicago 4. Annual meeting, October 1-4, Sheraton Park Hotel, Washington, D.C.

AMERICAN RAILWAY BRIDGE AND BUILDING ASSOCIATION.—Mrs. Ruth Weggeberg, 220 S. Michigan Ave., Chicago 4. Annual meeting, September 18-20, Conrad Hilton Hotel, Chicago.

AMERICAN RAILWAY ENGINEERING ASSOCIATION.—Works in cooperation with the Association of American Railroads, Engineering Division—Neal D. Howard, 59 E. Van Buren St., Chicago 5. Annual meeting March 9-10, 1962, Conrad Hilton Hotel, Chicago.

AMERICAN RAILWAY MAGAZINE EDITORS ASSOCIATION.—J. W. Tilsch, Santa Fe Magazine, Room 334, Ry. Exchange Bldg., Chicago 4. Annual meeting September 20-22, French Lick-Sheraton Hotel, French Lick, Ind.

AMERICAN SHORT LINE RAILROAD ASSOCIATION.—W. J. Hickey, 2000 Massachusetts Ave., N. W. Washington 6, D. C. Annual meeting, October 30-November 1, St. Francis Hotel, San Francisco.

AMERICAN SOCIETY FOR TESTING MATERIALS.—R. J. Painter, 1916 Race St., Philadelphia. Committee Week, Februars 5-9, 1962, The Statler Hilton Dallas. Annual meeting, June 24-29, 1962, Hotel Statler, New York.

AMERICAN SOCIETY OF MECHANICAL ENGINEERS.—O. B. Schier, II, 29 W. 39th St., New York 18. Annual meeting November 26-December 1, Statler Hilton, New York.

Railroad Division.—K. L. Selby, National Steel Castings Co., 10600 Quincy Ave., Cleveland.

ASSOCIATED TRAFFIC CLUBS OF AMERICA.—F. C. Day, Traffic Service Corp., 815 Washington Bldg., Washington 5, D. C. Annual meeting, September 10-13, Benjamin Franklin Hotel, Philadelphia.

ASSOCIATION OF AMERICAN RAILROAD DINING CAR OFFICERS.—W. H. Berghegger, Room 800, 721 Olive St., St. Louis 1. Annual meeting, October 16-17, Waldorf Astoria Hotel, New York City.

ASSOCIATION OF AMERICAN RAILROADS.—Richard E. Keefer, Transportation Bldg., Washington 6, D. C.

Law Department.—G. S. Prince, Exec. Vice President and General Counsel, Transportation Bldg., Washington 6, D. C.

General Claims Division.—K. A. Carney, Exec. Vice-Chairman, 59 E. Van Buren St., Chicago 5.

Operations and Maintenance Department.—C. D. Buford, Vice President, Transportation Bldg., Washington 6, D. C.

Operating-Transportation Division.—C. A. Lauby, Exec. Vice-Chairman, Transportation Bldg., Washington 6, D. C.

Transportation Section.—C. L. Schmitt, Secretary, 59 E. Van Buren St., Chicago 5.

Operating Section.—W. E. Todd, Staff Secretary, 59 E. Van Buren St., Chicago 5.

Communication and Signal Section.—A. H. Grothmann, Secretary, 59 E. Van Buren St., Chicago 5. Annual Meeting, October 2-4, Royal York Hotel, Toronto.

Safety Section.—W. E. Todd, Staff Secretary, 59 E. Van Buren St., Chicago 5.

Engineering Division.—Neal D. Howard, Exec. Vice-Chairman, 59 E. Van Buren St., Chicago 5. Annual Meeting, March 9-10, 1962, Conrad Hilton Hotel, Chicago.

Mechanical Division.—F. H. Stremmel, 59 E. Van Buren St., Chicago 5. Annual meeting, June 12-14, 1962, Chicago.

Car Service Division.—R. E. Clark, Chairman, Transportation Bldg., Washington 6, D. C.

Freight Claim Division.—J. C. Hindman, 59 E. Van Buren St., Chicago 5.

Finance, Accounting, Taxation and Valuation Department.—Wayne Irwin, Vice President, Transportation Bldg., Washington 6, D. C.

Accounting Division.—Philip A. Lyon, Transportation Bldg., Washington 6, D. C.

Treasury Division.—Philip A. Lyon, Transportation Bldg., Washington 6, D. C.

Purchases and Stores Division.—J. H. Bean, Exec. Vice-Chairman, 59 E. Van Buren St., Chicago 5. Annual meeting, June 12-14, 1962, Chicago (tentative).

ASSOCIATION OF RAILROAD ADVERTISING MANAGERS.—A. W. Eckstein, Illinois Central, 135 E. Eleventh Pl., Chicago 5. Annual meeting, May 5-9, 1962, Chicago.

ASSOCIATION OF TRACK AND STRUCTURE SUPPLIERS.—J. L. Beven, Jr., Remington Arms Co., Inc., 25000 South Western Ave., Park Forest, Ill.

CANADIAN RAILWAY CLUB.—W. J. Cadogan, P. O. Box 162, Montreal 3, Quebec. Regular meetings, second Monday of each, month except February, June, July and August, Queen Elizabeth Hotel, Montreal, Que.

CAR DEPARTMENT ASSOCIATION OF ST. LOUIS.—J. J. Murphy, 4047 Miami St., St. Louis 16. Regular meetings third Tuesday of each month except June, July and August, Fred Harvey's Restaurant, 2nd floor, Union Station, St. Louis.

CAR DEPARTMENT OFFICERS' ASSOCIATION.—E. W. Gebhardt, 297 Highland Ave., Elmhurst, Ill. Annual meeting, September 11-13, Hotel Sherman, Chicago.

CAR FOREMEN'S ASSOCIATION OF CHICAGO.—A. F. Jungblut, 218 Main St., Glen Ellyn, Ill. Regular meetings, second Monday of each month except June, July and August, LaSalle Hotel.

CAR FOREMAN'S ASSOCIATION OF OMAHA, COUNCIL BLUFFS AND SOUTH OMAHA INTERCHANGE.—C. G. Poetzel, Chicago & North Western, 11th St. and Avenue J., Council Bluffs, Ia. Regular meetings, second Tuesday of each month, except July and August, Chieftain Hotel, Council Bluffs.

CENTRAL RAILWAY CLUB OF BUFFALO.—F. I. McCrone, Room 17, 2nd floor, Hotel Statler-Hilton, Buffalo 5. Regular meetings, second Thursday of each month except June, July and August, Hotel Statler-Hilton. Annual dinner, January 12, 1962, Hotel Statler-Hilton.

CHICAGO RAILROAD CAR ACCOUNTING OFFICERS.—V. C. Scherin (Chairman), C&NW Ry. Co., 4809 N. Ravenswood Ave., Chicago 4. Regular meetings last Wednesday of each month, except July and August, Traffic Club, Palmer House, at 12:00 noon.

CHICAGO RAILROAD DIESEL CLUB.—E. C. Fosdick, 225 Illinois Blvd., Hoffman Estates, Roselle, Ill. Regular meetings first Tuesday after first Saturday of each month except July and August, Hamilton Hotel, 5:30 p.m.

EASTERN ASSOCIATION OF CAR SERVICE OFFICERS.—C. C. Robinson, Monon RR, Lafayette, Ind. Next meeting November 9-10, Penn-Sheraton Hotel, Pittsburgh.

EASTERN CAR FOREMAN'S ASSOCIATION.—F. Frey, Central of New Jersey, Room 6, Jersey City Terminal, Jersey City 2. Regular meetings second Tuesday of January, February, March, April, May, October and November. Railroad-Machinery Club, 30 Church St., New York.

GREAT LAKES RAILWAY CLUB.—A. W. Seith, NYC&StL RR, Cleveland 1. Regular meetings first Tuesday of each month, except June, July and August, Carter Hotel. Dinner, 6:30 p.m.; meeting, 7:30.

LOCOMOTIVE MAINTENANCE OFFICERS' ASSOCIATION.—C. M. Lipscomb, 1721 Parker St., North Little Rock, Ark. Annual meeting, September 11-13, Hotel Sherman, Chicago.

MAINTENANCE OF WAY CLUB OF CHICAGO.—J. S. Kopec, CMStP&P, Room 898, Union Station, Chicago 6. Regular meetings, October through April, Midland Hotel, Chicago.

METROPOLITAN MAINTENANCE OF WAY CLUB.—R. Craib, Railway Age, 30 Church St., New York 7. Meets October 26, December 7, Railroad-Machinery Club, 30 Church St., New York.

MILITARY RAILWAY SERVICE VETERANS.—F. W. Okie, Bessemer & Lake Erie, P. O. Box 536, Pittsburgh 30. Annual reunion, September 15-17, Pick-Congress Hotel, Chicago.

MISSISSIPPI VALLEY MAINTENANCE OF WAY CLUB.—E. E. Brady, Wabash, 1551 Ry Exchange Bldg., St. Louis 1. Regular meetings, second Monday of each month, September through May, Ambassador-Kingsway Hotel, St. Louis.

NATIONAL ASSOCIATION OF RAILROAD AND UTILITIES COMMISSIONERS.—R. Everette Kreeger, 5310 ICC Bldg., P. O. Box 684, Washington 4, D. C. Annual meeting, September 25-28, Chalfonte-Haddon Hall Hotel, Atlantic City.

NATIONAL ASSOCIATION OF RAILROAD ENGINEERS OF TEST.—T. A. Tennyson (Chairman) St. Louis, Southwestern. Pine Bluff, Ark.

NATIONAL ASSOCIATION OF RAILROAD TRIAL COUNSEL.—J. J. McCarthy (Exec. Dir.), Room 1509, 55 Liberty St., New York 5.

NATIONAL ASSOCIATION OF RAILWAY BUSINESS WOMEN.—Mrs. Esther Ruetty, C&O, Room 714, 50 E. Broad St., Columbus 15, O. Annual meeting May 22-24, 1962, Sheraton-Cleveland Hotel, Cleveland.

NATIONAL ASSOCIATION OF SHIPPERS' ADVISORY BOARDS.—F. L. O'Neill, Minnesota Mining & Mfg. Co., 900 Bush Ave., St. Paul 6. Annual meeting Oct. 3-5, Statler-Hilton Hotel, Buffalo.

NATIONAL DEFENSE TRANSPORTATION ASSOCIATION.—Lily M. Beauchamp, 1612 K. St., N.W., Washington 6, D. C. Annual meeting, September 17-20, Denver-Hilton Hotel, Denver.

NATIONAL INDUSTRIAL TRAFFIC LEAGUE.—L. J. Dorr, Suite 909, Sheraton Bldg., 711 14th St., N.W., Washington 5, D. C. Annual meeting, November 16-17, Denver.

NATIONAL RAILWAY APPLIANCES ASSOCIATION.—S. C. Johnson (asst. secy.), Room 590, 332 S. Michigan Ave., Chicago 5.

NATIONAL SAFETY COUNCIL, RAILROAD SECTION.—G. C. Stromsoe (Chairman), Atlantic Coast Line, Jacksonville 2, Fla. Annual meeting, October 17-19, LaSalle Hotel, Chicago.

NEW ENGLAND RAILROAD CLUB.—William M. McCombs, 35 Lewis Wharf, Boston 10. Regular meeting, second Tuesday in October, December, February and April, Hotel Vendome, Boston, 6:30 p.m. Annual banquet second Thursday of May each year.

NEW YORK RAILROAD CLUB.—G. A. Rueppel, 30 Church St., New York 7. Regular meetings, third Thursday of each month except June, July, August, September and December. Century Room, Commodore Hotel. Reception 5:30 p.m.; dinner 6:30; meeting, 7:45. Annual dinner, December 7.

NORTHWEST CARMEN'S ASSOCIATION.—N. J. Maglich, Minnesota Transfer Ry., 2085 Capp Road, St. Paul 14, Minn. Regular meetings, first Monday of each month except June, July, August, Midway Club, 1931 University Ave., St. Paul.

NORTHWEST MAINTENANCE OF WAY CLUB.—E. L. Roland, 27 Milwaukee Station, Minneapolis 1. Regular meetings, fourth Thursday of each month, September through April, inclusive, except November and December which are third Thursday, Coleman's Cafe 2239 Ford Parkway, St. Paul.

PACIFIC RAILWAY CLUB.—S. E. Byler, 121 E. Sixth St., Los Angeles 14. Meetings in alternate months in San Francisco and Los Angeles. One meeting a year at Sacramento and at Roseville.

RAILROAD PUBLIC RELATIONS ASSOCIATION.—J. N. Ragsdale, Association of American Railroads, Transportation Bldg., Washington 6, D. C. Annual meeting 1962, Greenbrier Hotel, White Sulphur Springs, W. Va.

RAILWAY CLUB OF PITTSBURGH.—G. E. Morrison 2710 Koppers Bldg., Pittsburgh 19. Regular meetings third Wednesday of each month, except June, September, incl., and December, Roosevelt Hotel. Dinner, 6:30 p.m.; meetings, 8.

RAILWAY ELECTRICAL AND MECHANICAL SUPPLY ASSOCIATION.—L. R. Oswald, Transquip Corp., 919 N. Michigan Ave., Chicago 11.

RAILWAY FUEL AND OPERATING OFFICERS' ASSOCIATION.—L. H. Peters, New York Central, Room 1213 139 W. Van Buren St., Chicago 5. Annual meeting, September 11-13, Hotel Sherman, Chicago.

RAILWAY PROGRESS INSTITUTE.—T. A. Nooner, Jr., First National Bank Bldg., Chicago 3. Annual meeting, November 15-16, Conrad Hilton Hotel, Chicago.

RAILWAY SIGNAL AND COMMUNICATION SUPPLIERS' ASSOCIATION.—W. H. Allen, Room 322E, 30 Church St., New York 7. Exhibit in conjunction with meeting of AAR Communication & Signal Section, October 2-4, Royal York Hotel, Toronto.

RAILWAY SYSTEMS AND MANAGEMENT ASSOCIATION.—G. C. Vietach (Exec. Dir.), 163 E. Walton St., Chicago 11. Fall meeting, October 11-13, Knickerbocker Hotel, Chicago.

RAILWAY TIE ASSOCIATION.—R. M. Hamilton, 1373 Grandview Ave., Columbus 12, O. Annual meeting, October 25-27, Rice Hotel, Houston.

ROADMASTERS AND MAINTENANCE OF WAY ASSOCIATION.—Mrs. Ruth Weggeberg, 220 S. Michigan Ave., Chicago 4. Annual meeting, September 18-20, Conrad Hilton Hotel, Chicago.

ST. LOUIS RAILROAD DIESEL CLUB.—F. C. Whitlock, 612 North 23rd St., East St. Louis, Ill. Regular meetings, first Monday in January, March, May and November, second Monday in September. Fred Harvey's King Louis IX Room, Union Station. Dinner, 7 p.m.; meeting 8.

SOUTHEASTERN RAILWAY CLUB.—H. W. Brewer, Seaboard Air Line, P. O. Box 6351, Jacksonville, Fla. Regular meetings, second Tuesday in February, April, June, August, October and December, Mayflower Hotel, Jacksonville.

SOUTHERN AND SOUTHWESTERN RAILWAY CLUB.—D. G. Sudderth, P. O. Box 1205, Atlanta 1. Regular meetings, 9:30 a.m. third Thursday in January, March, May, September and November (annual meeting) in Atlanta. Outing in July.

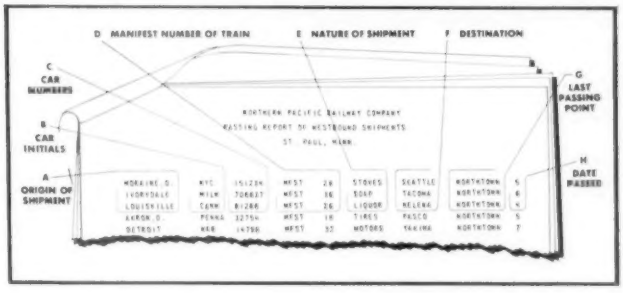
TORONTO RAILWAY CLUB.—W. F. Saunders P. O. Box 8, Terminal "A," Toronto 1, Ont. Regular meetings, fourth Monday of each month except February, June, July, August and December, Royal York Hotel. Annual dinner first Saturday in December.

WESTERN ASSOCIATION OF RAILWAY TAX COMMISSIONERS.—L. W. Howard (President), 47 West Polk St., Chicago 5. Luncheon meetings, 12:15 p.m. first Wednesday of each month, except February, July, August and September, Traffic Club, Palmer House, Chicago.

WESTERN RAILWAY CLUB.—E. E. Thulin, Suite 339, Hotel Sherman, Chicago 1. Regular meetings held in February, March, April, May, October, November and December (Ladies night).

We know right where your "freight" is 'cuz we keep tab!

NP "keeps tab" on your shipment with daily "Car-Tab" reports



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WANT TO KNOW where your freight is? Call your nearest Northern Pacific traffic office.

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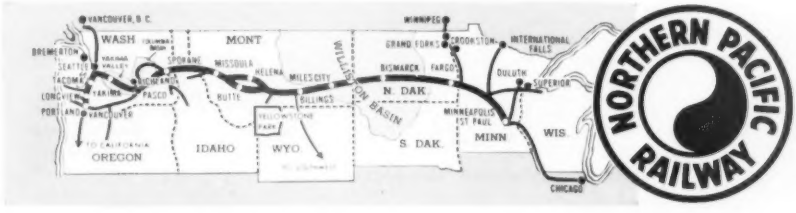


Piggyback for Private Autos?

To the Question and Answer Editor:

One difficulty in making suggestions about some things which look like excellent ideas is that their advantages appear so obvious that it seems someone else must have made the suggestion previously, and the idea had been disregarded as not being feasible, or discarded after trial because it just didn't work out.

I have reference to the fact that American railroads have not apparently seen fit to do what some European railroads are doing: namely, send passenger automobiles by piggyback as a concurrent part of the service when the owners travel by rail.

It may be that the members of the AAR have just thrown in the towel and decided the only palliative of the passenger problem is to discontinue services as fast as they can do so. This is not the "imagineering" which so many people are advocating for adoption by the railroads and which the railroads are trying to invoke in their freight pricing. People are getting more perturbed all the while about traffic delays or the hectic and ulcer-creating problems of navigating crowded highways, but they like the convenience of having their own car to use when they reach their destination.

It would seem feasible to design railroad cars for safe transportation of private automobiles; in fact, no new design may be necessary because of availability of the new three-level cars for this purpose. It is assumed that it would be possible to price the service at a figure which would provide something more than mere coverage of costs or include this service as a part of a package deal which would include the passenger transportation charges.

This suggested service would not, I would imagine, be feasible on other than long-haul runs of heavy density, such as New York, Philadelphia, Boston and Baltimore to West Coast and Southern points and also to and from Chicago. These are offered only as examples of possibilities, not as an exhaustive list.

I would be interested in the reactions of your readers as to whether such an effort has been made, or why it is or is not feasible.—*Newton Morton, associate professor of transportation, Kent State University.*

●

Southern Pacific has had in effect for a year, a service similar to that suggested by Professor Morton. Here's what SP's vice president, passenger traffic—public relations, reported to Railway Age on results of the service.—Editor.

We have had in effect since September 1, 1960, a service for the transportation of privately-owned automobiles on trailers loaded on flat cars from Portland, Ore., to Oakland (for San Francisco Bay Area) and Los Angeles. The reason for the experiment was that the preponderance of automobile traffic on our lines moves from California to the Pacific Northwest points, which necessitates empty return of specialized equipment southbound. The thought was that we might handle a few privately-owned automobiles in the empty equipment, especially during the winter months when driving is difficult.

The experiment has not been a success, and the patronage is extremely poor, and at the present time there are no plans for expanding this service. We are, however, extending the tariff and the arrangement until the end of this year but I am not too optimistic.

The continual improvement of highways and construction of new ones, along with the general flexibility of automobile travel, have made it difficult to influence the public not to drive its cars.—*C. E. Peterson, vice president, system passenger traffic—public relations, Southern Pacific.*

A forum for railroaders who want to explore questions of importance to their industry, this department welcomes both questions and answers from readers at all levels of responsibility in the industry and associated fields. We'll pay $10 to any reader submitting a question that forms the basis for a column discussion. Address correspondence to Question and Answer Editor, Railway Age, 30 Church St., New York 7, N. Y.

Why Not More Sales Promotion Aids?

To the Question and Answer Editor:

Referring to the question asked by the railroad station agent, "Why not more sales promotion aids?" (RA, July 10, p. 17; June 12, p. 15):

Basically, selling is the same in any industry. Therefore a good book on salesmanship would be a basic tool for this agent. It won't show him how to sell railroad service but it will show him what salesmen think about and how they approach their problems and the problems of their customers.

The next suggestion for this agent is for him to contact his own traffic or sales department and ask that he be allowed to attend a few of their sales meetings and to accompany the freight sales representative on his calls in the agent's own town. There is no short cut to railroad salesmanship as here, more than any other place, experience is the best and only teacher. It won't take this agent long to learn what he must look for, the problems that exist in every shipping and receiving department and the questions he needs to ask in order to find out what the customer needs.

This man wouldn't be the agent if he hadn't gained some experience, and once he has determined what is needed he will be surprised how his experience helps him in his efforts to solve the problems.

A few years ago my own company brought the station department into the sales department and I recommend this strongly. The best way to teach salesmanship is "on the job training." Believe me, if this agent shows his sales department he wants to "get into the act," he'll get all the help he can handle.—*W. J. Kelly, Jr., district sales manager, Pennsylvania Railroad.*

1,100 MORE ADVANCED DESIGN FREIGHT CARS

now being built by Union Pacific

500 **extra-wide-door box cars,**

* 40 feet long, are being built by Union Pacific for our customers. These 50-ton cars feature "plug doors" opening up to 12 feet wide, both sides of the car. Permanent anchoring bands are installed in these cars to lock in the loads—even across the doorways.

400 **fifty-foot box cars**

* are also being added to the fleet. 200 of these 50-ton cars will have the "plug door" feature—opening to a full 15 feet both sides of the car. The other 200 50-ton cars will be regular double-door type. Permanently-installed lading bands will anchor loads in these cars.

200 **insulated box cars,**

50 feet long and 70-ton capacity, are also being built. These new type cars are fully insulated—top, bottom, sides—and have self-contained dunnage equipment. Thick hardwood floors and plug-type doors are added features.

1,100 **NEW** advanced-type freight cars are being added to the Union Pacific fleet in the next few months!

Here again is proof that when you ship by Union Pacific, you are sharing the best in advanced railroading, a premium quality shipping service in or through the West.

Union Pacific RAILROAD

UNION PACIFIC RAILROAD

* The "plug doors" fix into place when closed, to make the walls and doors flush. Goods may be arranged as in single door cars, yet with the speed and ease which wide opening allows, especially for mechanized loading and unloading.

PORTAGER DESIGN permits use of any side-loading device in existence—including this Travelift crane hoisting a Smith trailer body aboard the car.

Canadian Pacific Tests GM Diesel's Portager

REAR OF CONTAINER rides in a sprung guide-frame which positions and supports the box. Double-acting arrestor gear will permit 10 inches of travel.

Canadian Pacific is now running final evaluation tests on the Portager, General Motors Diesel's entry in the fast-developing container car field. Ten of the four-wheel, single-container units have been purchased by CPR for evaluation. Two other units—one designed for containers, the other for highway trailers—are being tested in the U. S. by North American Car Corp.

The light-weight Portager (29,000 pounds tare weight) is designed for fast, efficient side-loading. According to GM Diesel, the car "permits the use of any side-loading device now in existence and opens the way for even more efficient machinery, since clearance is provided over and under the center sill and no deck is present." Portagers can be loaded or unloaded facing either way, from either side and in any order—and, GM says, "it has been demonstrated that two men can load or unload the Portager in two minutes."

The unit was designed by GM Diesel to meet a transportation concept originally outlined by CPR and Smith Transport Ltd. Among the design demands:

- The car should carry a side-loaded trailer body weighing up to 30 tons.
- Costs should show significant savings over existing equipment, and maintenance expense should be minimized.
- The car should be compatible with existing rail equipment, to the extent that it may be operated in high-speed trains with conventional equipment.
- Ride qualities for the container and lading should be of the same order as those experienced in normal highway service, and transmittal of impacts should be minimized to prevent lading damage.
- No trailer or container design changes should be required, where such changes would increase significantly the expense of the trucking segment of the system.

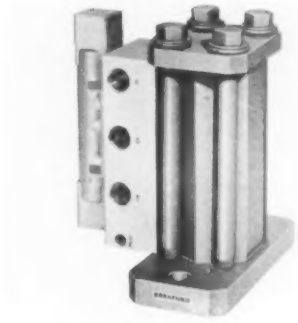
Extensive testing, GM says, indicates that the car meets the criteria set by CPR and Smith. In putting the car through its paces, GM ran structural tests in the laboratory and more than 300 different instrumented running tests. Included were impact tests up to 8 mph; attempts to derail; and tests of ride qualities "under every conceivable condition."

In the Portager design, each single axle supports an end of the container. At one end of the car is a standard highway-tractor fifth wheel hitch which locks onto the trailer body kingpin. At the other end of the unit is a rear guide-frame which positions and supports the container as the tandem wheel assembly does when the unit is in highway service.

NEW PRODUCTS REPORT

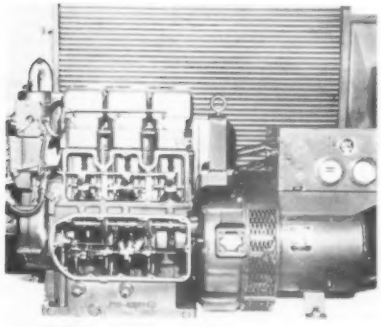
Car Vibrator (RA-1)

A new lightweight air-powered vibrator for emptying hopper cars weighs less than 70 lb, but can create a vibratory force of over 1,000 lb. The 3-in. KO-LSRR model fits a standard hopper car bracket. It has a built-in handle which facilitates moving without loosening or tightening bolts, clamps or other attaching devices. Intensity and frequency of vibration are regulated by adjusting air supply. *Cleveland Vibrator Company.*



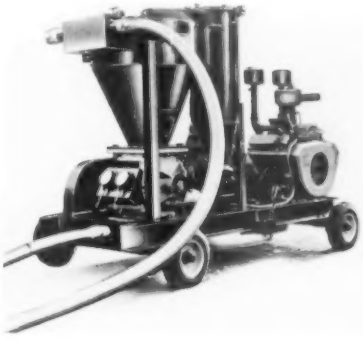
Pneumatic Sledge (RA-2)

The Model 7516 "Vibrajust" pneumatic sledge hammer can be attached to car or truck bodies, chutes, conveyors or other materials handling equipment where occasional blows are needed to keep material flowing. It features a full range of impact control and manual or remote regulation of impact frequency; also dust-proof construction, easy mounting and low air consumption —less than 20 cu in. per blow. *Branford Co.*



Cooling Generator (RA-3)

A new air-cooled diesel-powered generator designed for under-floor mounting can be used to operate trailer refrigeration systems. The engine decompresses for easy starting; does not go into full compression until it reaches operating rpm. This, plus a 24-volt starter, permits quick starts in temperatures as low as minus 10 deg. Under-floor mounting is provided to give easy accessibility for maintenance purposes. *Arctic Traveler.*



Plastics Transfer Unit (RA-4)

A new pneumatic transfer unit for handling pelletized or granulated plastics combines portability with maximum capacity—four to 20 tons per hour, depending on model. Built of aluminum, it features a positive pressure, constant displacement blower of high efficiency, which allows movement of a denser stream of solid matter through smaller ducts. The manufacturer says the unit is usable from any unloading point to any loading point. *Fuller Co.*

RAILWAY AGE WEEKLY

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3 4 6 8 11 12 14 15 18 19
21 22 23 26-27 29-32 36 38 39 40 41 45 47 54 55a 55b 59 60

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RA-1 RA-2 RA-3 RA-4 RA-5 RA-6 RA-7 RA-8

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COMPANY .....

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CITY ..... ZONE ..... STATE .....

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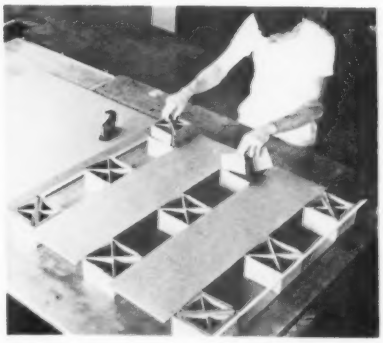
NEW PRODUCTS REPORT

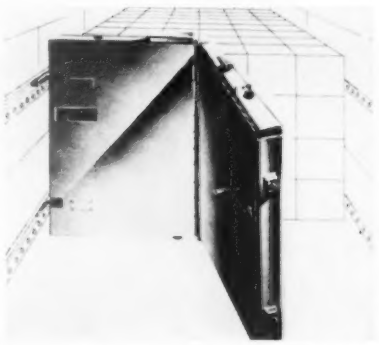
Square Dunnage Bags (RA-5)

Greatly increased efficiency in use of pneumatic dunnage is claimed for "Sqair-Pak" square-cornered rubberized fabric bags. The new bags, says the manufacturer, do not distort under pressure, or lunge out of position under transit impacts. Instead, "they apply pressure uniformly across entire loads, and exert more square inches of gripping surface." Standard sizes range from 24 to 48 in. wide and 60 to 108 in. long. *B. F. Goodrich.*



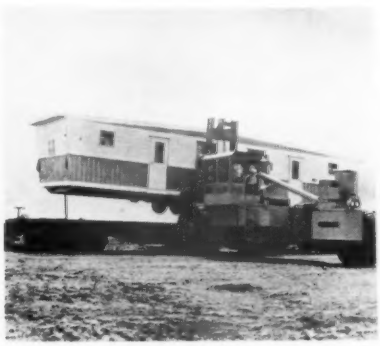
Expendable Pallet (RA-6)

A bantamweight corrugated pallet, capable of carrying loads of up to 10,000 lb, provides a low-cost, easily transportable base for industrial shippers. Named "Econo-Pal," it weighs only 3 to 4 lb, depending on size. One man, using a staple gun, can assemble it in a few minutes by folding and stapling a single die-cut and scored sheet. Leg inserts are available, and fork-truck handling is possible. *Packaging Corp. of America.*



Box-Car Bulkhead (RA-7)

Rollok fold-a-way bulkheads for box cars (RA, July 24, p. 7) operate on the same principle as those for gondolas. The 6-ft-high bulkheads can be folded in half; positioning and locking can be handled by one man. T-hinged roller-bearing trolleys on one side of each half of the bulkhead fit into channels set flush in car sides, to provide for movement and locking of the bulkhead in appropriate load-protecting positions. *Youngstown Steel Car Co.*



20-Ton Fork Lift (RA-8)

A new diesel-electric fork-lift truck, which can handle up to 40,000 lb on either paved or unpaved surfaces, is expected to have applications in loading freight cars or other industrial operations where cranes might normally be used. The three-wheel unit has a 210-hp diesel engine which drives AC and DC generators. Individual electric motors power the hoist, rack tilt and steering. All controls are electric. *R. G. LeTourneau.*

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PLEASE SEND ADDITIONAL INFORMATION RELATING TO PRODUCTS DESCRIBED ON PAGES 49 and 50 MARKED
RA-1 RA-2 RA-3 RA-4 RA-5 RA-6 RA-7 RA-8

NAME ..... TITLE .....
COMPANY .....
ADDRESS .....
CITY ..... ZONE ..... STATE .....

8/28/61

Market Outlook

Carloadings Rise 0.7% Above Previous Week's

Loadings of revenue freight in the week ended Aug. 19 totaled 595,154 cars, the Association of American Railroads announced on Aug. 24. This was an increase of 4,092 cars, or 0.7%, compared with the previous week; a decrease of 1,310 cars, or 0.2%, compared with the corresponding week last year; and an increase of 52,668 cars, or 9.7%, compared with the equivalent 1959 week.

Loadings of revenue freight for the week ended Aug. 12 totaled 591,062 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Aug. 12

District	1961	1960	1959
Eastern	84,757	82,450	76,818
Allegheny	98,638	97,237	76,653
Pocahontas	52,657	52,475	46,775
Southern	107,078	106,191	112,973
Northwestern	96,598	105,690	68,693
Central Western	106,358	108,675	111,100
Southwestern	44,976	47,303	51,557
Total Western Districts	247,932	261,668	231,350
Total All Roads	591,062	600,021	544,569
Commodities:			
Grain and grain products	63,326	59,424	52,882
Livestock	3,393	3,583	4,678
Coal	105,615	105,242	98,853
Coke	6,813	5,911	2,937
Forest Products	38,590	38,997	42,000
Ore	54,024	63,148	9,901
Merchandise l.c.l.	28,454	35,064	41,363
Miscellaneous	290,847	288,652	291,955
Aug. 12	591,062	600,021	544,569
Aug. 5	588,969	594,444	532,259
July 29	591,356	613,988	544,862
July 22	584,137	619,818	536,395
July 15	573,306	606,814	580,073
Cumulative total, 32 weeks	16,945,576	19,182,654	19,563,859

PIGGYBACK CARLOADINGS.—U.S. piggyback loadings for the week ended Aug. 12 totaled 10,907 cars, compared with 10,768 for the corresponding 1960 week. Loadings for 1961 up to Aug. 12 totaled 349,437 cars, compared with 337,611 for the corresponding period of 1960.

IN CANADA.—Carloadings for the seven-day period ended Aug. 7 totaled 68,307 cars, compared with 92,734 for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
Aug. 7, 1961	68,307	20,953
Aug. 7, 1960	67,599	23,933
Cumulative Totals		
Aug. 7, 1961	2,027,956	738,879
Aug. 7, 1960	2,180,993	866,083

New Equipment

FOREIGN

► *International Railways of Central America.*—Placed a $6,300,000 order with General Motors Overseas for 44 diesel-electric locomotives. Order is contingent on approval of the company's application for a $4,000,000 loan from the Development Loan Fund. International Railways operates in Guatemala and El Salvador.

New Facilities

► *Norfolk & Western.*—Will build a new combination office-building-passenger station at Norfolk, Va., at a cost of more than $500,000. The new two-story concrete and steel frame building will be 162 ft by 55 ft and will have walls of brick and glass panelling. It will be built near other N&W installations at Lamberts Point (where a recently-announced $19-million coal pier is being constructed) and will replace a considerably larger 50-year-old passenger facility on East Main Street. The older property, says N&W, will become "available for future use in keeping with the city's industrial and redevelopment program."

Maintenance Expenditures

► *Down 8.0% in June.*—Expenditures by Class I roads for maintenance of equipment, way and structures in June were down about $20.6 million, compared to June 1960, according to report of AAR Bureau of Railway Economics summarized below:

	June 1961	June 1960	% Change
Maintenance of Way and Structures	$97,435,861	$108,272,284	—10.0
Maintenance of Equipment	140,498,227	150,214,462	— 6.5
Totals	237,934,088	258,486,746	— 8.0

Purchases & Inventories

► *Five Months' Purchase Down 17.4%.*—Purchases by domestic railroads of fuel, material and supplies in this year's first five months were $114,464,000, or 17.4%, lower than in the comparable 1960 period. Purchase and inventory estimates in following tables were prepared by Railway Age.

PURCHASES*	May 1961	Five Months 1961	Five Months 1960
	(000)	(000)	(000)
Rail	$ 2,626	$ 14,872	$ 34,871
Crossties	3,256	17,906	23,084
Other Material	76,687	366,812	440,441
Fuel	29,055	145,088	160,746
Total	$111,624	$544,678	$659,142

*Subject to revision.

INVENTORIES*†	May 1, 1961	May 1, 1960
	(000)	(000)
Rail	$ 50,694	$ 62,110
Crossties	81,595	78,033
Other Material	364,832	410,459
Scrap	23,040	24,157
Fuel	19,265	20,255
Total	$539,426	$595,014

*Subject to revision.
†All total inventory figures taken from ICC statement M-125 for month indicated.

New Uses for TOFC

SPECIAL BOAT TRUCK TRAILERS were used to move fibreglass outboards from Brunswick Corp.'s Boats division, Little Falls, Minn., to Seattle via Northern Pacific and Beaumont, Tex., via Burlington. According to Allen C. Stone, staff manager—transportation, Brunswick is taking advantage of lessons learned in auto piggybacking; expects to make more boat shipments by TOFC.

A LOW-BED TRAILER carried a 26-ton completely assembled gas turbine engine manufactured by Westinghouse Electric Corporation's Steam division, at Lester, Pa., to Port Arthur, Tex. The shipment, made from the Reading's Wayne Junction yard in North Philadelphia, was the first of its size to be made by TOFC from Westinghouse; one of the largest ever by Reading piggyback service.

C&O Tests New Teleprinter Link

Shippers who have been getting car movement data from Chesapeake & Ohio's CLIC (Car Location Information Center) at a rapid pace can expect even faster information service. Testing is now under way by C&O on the first of 12 links of a major car reporting teleprinter network. Known as Phase One, the first section covers the area between Hampton Roads, Va., and Hinton, W. Va., 343 miles.

The new $1.5-million teleprinter system will blanket the railway with 12 circuits covering 145 locations. The teleprinter equipment, made by Kleinschmidt division of Smith-Corona-Marchant, will operate at 100 words per minute compared to previous equipment on the railway that operated at 75 words per minute. This new paper-tape transmission system will employ 684 teleprinter machines. The system is expected to pay for itself in seven years.

While other railroads have some 100-word-per minute teleprinter circuits and the Illinois Central a short 600-wpm circuit, C&O's system is believed to be the first major network to be installed on a railway with the 100 wpm speed.

"C&O is the only railroad in the country whose major network will be able to operate at 100 words a minute," states Graham T. Harrison, assistant to the general superintendent of computer applications.

Completion date for the new system is Dec. 31, 1962. Phase Two will provide a duplicate circuit to that of Phase One, because of the heavy traffic into and out of Hampton Roads. Ten more phases of the installation program are as follows:

- Hinton, W. Va. to Russell, Ky.
- Elkhorn City, Ky. to Columbus, Ohio, with connections to Russell.
- Columbus to Toledo, Ohio.
- Columbus to Louisville, Ky., via Russell and the Lexington, Ky. subdivision.
- Cincinnati, Ohio to Chicago, Ill.
- Toledo to Detroit, Grand Rapids, and Saginaw, Mich.
- Detroit across Lake Michigan to C&O's west shore ports and Green Bay, Wis.
- Detroit, Saginaw and Traverse City, Mich.
- Russell to Cincinnati.
- Detroit, Sarnia, Ont., and Buffalo, N.Y.

Traffic Publications

RECOMMENDED METHODS FOR LOADING BULK GRAIN IN CLOSED CARS. General Information Series No. 537, covering inspection and selection of cars; preparation of cars for loading; installation of grain doors; loading, leveling and trimming of grain, and unloading. 20 pages; illustrations. Freight Loading & Container Section, Association of American Railroads, 59 East Van Buren St., Chicago 5.

IMPROVED LOADING METHODS FOR TRUCK SHIPMENTS OF FLORIDA AVOCADOS AND LIMES. 32 pages; illustrations; diagrams. Marketing Research Report No. 456, Agricultural Marketing Service, Transportation and Facilities Research Division, US Department of Agriculture, Washington, D.C.

AMERICAN STANDARD, SPECIFICATIONS FOR FREIGHT CONTAINERS, NOMINAL VAN CONTAINER SIZES, MH5.1-1961. American Society of Mechanical Engineers, 29 W. 39th St., New York 18. $1, with 20% discount to ASME members.

EFFECT OF NEW TRAILER DESIGNS ON TRANSIT TEMPERATURES OF SELECTED FROZEN FOODS, report of a study made as part of a broad research program to improve design and performance of transportation equipment used in movement of agricultural products. 16 pages; illustrations; graphs. AMS-446, Agricultural Marketing Service, Transportation and Facilities Research Division, US Department of Agriculture, Washington, D.C.

PEOPLE IN THE NEWS

AMERICAN SHORT LINE RAILROAD ASSN.—**D. L. Manion,** vice president—operations, Washington, D. C., elected president on Aug. 16, succeeding the late **C. E. Huntley** (RA, July 31, p. 50).

BALTIMORE & OHIO.—**Robert M. Heflin,** lumber agent and assistant to purchasing agent, Baltimore, Md., appointed general storekeeper, succeeding **Louis G. Kohler,** retired. **George H. Flagg,** assistant general storekeeper, succeeds Mr. Heflin as lumber agent and assistant to purchasing agent. **William C. Smith,** regional storekeeper, Pittsburgh, appointed assistant general storekeeper, Baltimore. **Elmer C. Whipp,** supervisor diesel material, promoted to supervisor diesel material and accounts, Baltimore. **William T. Dillon,** supervisor inventory control, Baltimore, named regional storekeeper, Pittsburgh. **Karl D. Hovatter,** division storekeeper, Pittsburgh, promoted to supervisor inventory control, Baltimore. **John S. Ketzner,** division storekeeper, DuBois, Pa., transferred to Glenwood shops, Pittsburgh. **Fred L. Nelson,** storekeeper, Keyser, W. Va., succeeds Mr. Ketzner at DuBois. **James A. Robey,** chief Clerk, South Cumberland, Md., named storekeeper at Keyser.

BESSEMER & LAKE ERIE.—**Fred W. Okie,** president of the **Union** and the **B&LE,** Pittsburgh, Pa., also elected president of several other industrial railroads formerly headed by **Daniel J. Smith,** who recently became president of the **Duluth, Missabe & Iron Range** at Duluth, Minn. (RA, July 31, p. 50). The additional roads Mr. Okie will head are: **Donora Southern, McKeesport Connecting, Lake Terminal, Newburgh & South Shore, Northampton & Bath** and **Hannibal Connecting.**

Charles G. Hoover, general freight agent B&LE, Pittsburgh, appointed assistant traffic manager, effective July 1.

William D. McNeilly, appointed chief industrial engineer, B&LE, effective Sept. 1, succeeding **H. R. Morris,** who has resigned to join the **Elgin, Joliet & Eastern.**

BOARD OF TRANSPORT COMMISSIONERS FOR CANADA.—**Alfred S. Kirk,** director of traffic, Ottawa, Ont., appointed commissioner, effective Jan. 3, 1962, succeeding **Leonard J. Knowles,** who will retire Jan. 2 at the age of 75.

BURLINGTON TRUCK LINES, INC.—**George B. Brostrom** appointed traffic manager; **C. E. Graff,** assistant traffic manager; **T. S. O'Brien,** traffic representative, all at Kansas City, Mo.

CENTRAL OF GEORGIA.—**G. A. Watson** appointed assistant general freight agent, Atlanta, Ga. Abolished position of general agent. **F. R. Tivnan** named New England agent, 1 Relda Road, South Weymouth, Mass., headquarters 1580 Woolworth Bldg., 233 Broadway, New York 7.

CHESAPEAKE & OHIO.—**Byron V. Burroughs,** assistant to superintendent, Newport News, Va., appointed to the newly created position of director of Tidewater coal traffic at that point.

COTTON BELT.—**A. C. Ernst** appointed general storekeeper and assistant purchasing agent, Pine Bluff, Ark. Abolished position of assistant manager of stores.

ELGIN, JOLIET & EASTERN.—**Vernon W. Kraetsch,** executive assistant, appointed comptroller, Chicago, succeeding **John W. Kelly,** retired.

FRISCO.—**Felix Lance** appointed terminal trainmaster, Tulsa, Okla.

MISSOURI-KANSAS-TEXAS.—**I. H. Meyers,** chief quotation clerk in the traffic department, named assistant rate manager, replacing **Charles R. Dimmitt,** appointed rate manager.

MISSOURI PACIFIC.—**John G. German,** formerly superintendent of motive power, Great Northern, St. Paul, Minn., appointed chief mechanical officer, MP, St. Louis, effective Sept. 1, succeeding **L. Ray Christy,** retired (RA, May 22, p. 43).

Clarence Baker, assistant chief engineer, St. Louis, promoted to chief engineer there, to succeed **William H. Hobbs,** retired (RA, May 22, p. 43).

UNION RAILWAY.—**J. H. Lloyd** elected vice president-operation.

OBITUARY

Dr. Julius H. Parmelee, 77, who retired in 1953 as director of the Bureau of Railway Economics, Association of American Railroads, died Aug. 22 at his home in Falls Church, Va.

Supply Trade

Henry O. Kirkpatrick, authority on mobile refrigeration engineering, has been named vice president and manager of the expanded transport refrigeration manufacturing facilities of **Frigikar Corp.** in Dallas, Tex. Within 90 days Frigikar will begin producing "revolutionary, low-priced, high-capacity transport refrigeration units for railroads and all motorized carriers of perishables," says the company president, Bert J. Mitchell.

Obey N. Erlenmeyer, formerly president of Erlenmeyer Associates, Inc., Cliffside Park, N.J., has been appointed director of sales for **Stone Filter Co., Inc.,** of Washington, D.C.

E. M. Deems, Jr., manager of sales, appointed vice president, **Railroad Accessories Corp.,** Cresskill, N.J. succeeding **G. E. Dugan,** who retired Aug. 15.

Charles C. Dybvig, vice president—marketing, **Dana Corp.,** Toledo, Ohio, has announced promotion of **W. H. Schomburg, Jr.,** assistant general sales manager to general sales manager. **John P. Henson,** sales manager Universal Joint division, has been named assistant general sales manager.

J. Herbert Lund has been named manager of railway sales, Hammond division, **American Steel Foundries. Raymond C. Howell** has been appointed chief works engineer, Transportation Equipment division.

The directors of **Vapor Heating Corp.** on Aug. 15 approved a change in the company's name to **Vapor Corp.** The new title was selected to better reflect the diversified operations of the company.

John G. German
MoPac

Henry O. Kirkpatrick
Frigikar

Mail handling and other products for the railroads manufactured by **Stewart-Warner Electronics Division of Stewart-Warner Corp.** are now being marketed through the division's own sales organization. **W. V. Ryan,** manager of commercial sales, is in direct charge of railroad sales. Arrangements for railroad market representation by **Current Controls Corp.** have been terminated.

Robert P. Jones, New England division manager of **Oakite Products, Inc.,** Hartford, Conn., has been assigned to the New York headquarters of the firm. **Roger P. Heroux,** representative in Springfield, Mass., succeeds Mr. Jones.

A. E. Field, secretary, **National Castings Co.,** Cleveland, also has been appointed a vice president.

William C. McCosh has been named director of marketing for **National Carbon Co., Division of Union Carbide Corp.,** succeeding **Curry E. Ford,** recently appointed director of development.

Industrial Traffic

Geoffrey M. Bruere has been appointed to the newly created position of director—transportation research for **Riches Research, Inc.,** of Palo Alto, Calif. Mr. Bruere was formerly market research director, **Western Pacific Railroad.**

Robert N. Doble has been named to the newly created post of transportation specialist Link division, **General Precision, Inc.,** Binghamton, N.Y. Mr. Doble was formerly chief communications officer for **Pacific Great Eastern Railroad.** Mr. Doble will be located at Link's Palo Alto, Calif. laboratory and will serve as consultant working closely with **Western Railroad Supply Co.** and **Current Controls Corp.,** Chicago, in application and sale of Link TRACER products.

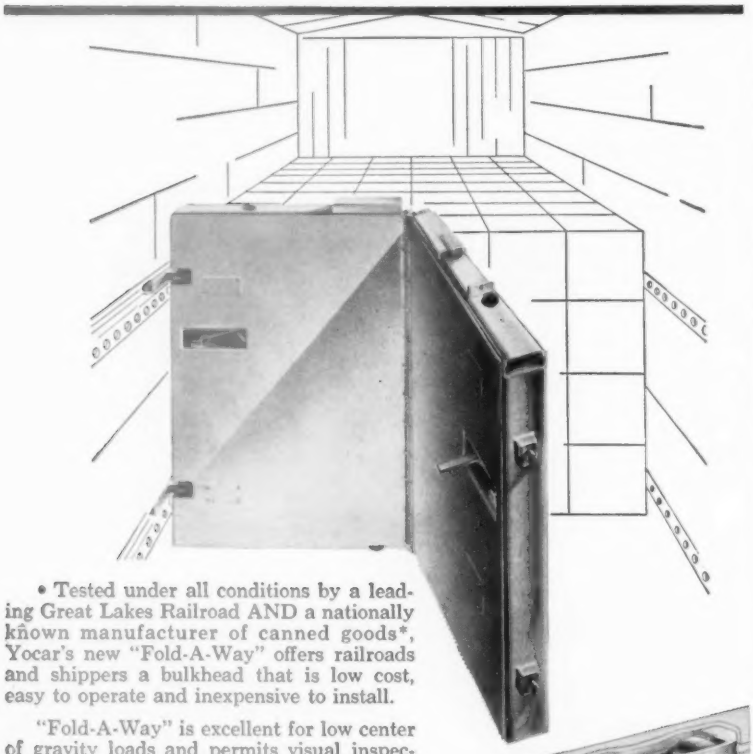
William C. Fleck has been named traffic manager for **DeSoto Chemical Coatings, Inc.,** Chicago. Mr. Fleck was formerly employed by Cities Service Oil Co. and International Harvester.

Frederick C. Broadway, assistant traffic manager, Colorado division, **Colorado Fuel & Iron Corp.,** has been appointed traffic manager of that division. **Roy A. Anderson,** assistant to traffic manager, succeeds Mr. Broadway.

On Aug. 19, the **Purex Corp., Ltd.,** moved its corporate offices, including the General Traffic Department, from the South Gate location to 5101 Clark Street, Lakewood, Calif.

YOCAR'S RoLLoK "FOLD-A-WAY"

A bulkhead that ▸ rolls in place!
▸ has low installation cost!
▸ is simple to operate!

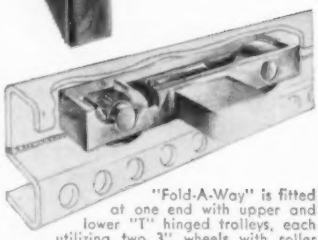


• Tested under all conditions by a leading Great Lakes Railroad AND a nationally known manufacturer of canned goods*, Yocar's new "Fold-A-Way" offers railroads and shippers a bulkhead that is low cost, easy to operate and inexpensive to install.

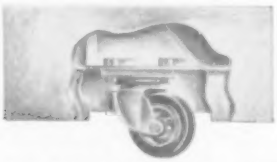
"Fold-A-Way" is excellent for low center of gravity loads and permits visual inspection without moving. No costly maintenance is necessary since there are no complicated operating mechanisms, and the basic unit is constructed to withstand rough treatment and abusive handling.

"Fold-A-Way" is the latest in a complete line of shipping devices designed and built by Yocar to serve the needs of railroads and shippers. For further information write, wire or phone.

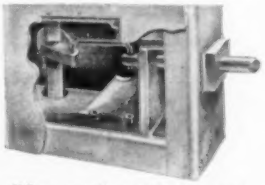
Names furnished on request.



"Fold-A-Way" is fitted at one end with upper and lower "T" hinged trolleys, each utilizing two 3" wheels with roller bearings. Trolleys roll on 3" — 9# structural channels fitted flush into the car sides.



Four heavy-duty ball-bearing swivel casters attached to bottom of "Fold-A-Way" permits easy, quick positioning.



"One man" positioning and locking. Four locking pins, 2 on each side of bulkhead, are actuated by 2 recessed locking handles.

YOCAR **YOCAR**

Youngstown Steel Car Corporation

NILES, OHIO

See "Fold-A-Way" at the A.R.S.A. Convention
September 10-13 at Booth 169, Sherman Hotel, Chicago, Ill.

BRITISH RATE COSTING

(*Continued from page 43*)

charge if a transaction is to cover its proper share of resources used in providing the service, as measured by "Direct Costs."

The real art of traffic costing must lie inevitably with the man responsible for producing the final estimates. The prefabricated pieces of cost—so much per yard handling, per car-mile, and so on—form the raw material for a costing, but the analyst is entitled to fashion these elements according to all circumstances surrounding the particular movement, and to offer figures which best reflect his own analysis.

In using costs as a yardstick for rates the railways are making a clean break from the idea that all traffic is worth having whatever the revenue. This belief seems to have arisen from the presence of surplus capacity as a normal—and indeed necessary—feature of railway operation, which at best can only measure up to total traffic requirements like a badly fitted suit of clothes. There is always room for expansion somewhere, even if the system is bursting at the seams in other places. The object of costing is to find the right places for encouraging more traffic to appear or for slimming down the volume where necessary. It should also reveal when the best solution amounts to altering the scale of facilities provided—to letting out the cloth or trimming it down.

This is very different from saying that "all traffic is good traffic," which is much like suggesting that the only remedy for a badly tailored suit is to put on more weight. The implication is clear that costing has a wider application than the provision of a basis for rate-making. The whole field of railway economics is involved, and the prices charged for transportation represent only one aspect of the overall problem.

The costing techniques in use on British railways for our "tailoring" operations can offer no infallible standard of measurement, and we tend to rely much more on the tailor than on his tape measures. In the future I suspect that more weight will continue to be given to the way the basic costs are used than to arithmetical finesse in the measures themselves.

All this is difficult territory where precision within fine limits is unlikely ever to be achieved. As an eminent economist once pointed out, to be vaguely right is better than being precisely wrong. It is in this light that we use our costing procedures to illustrate the important features of railway economics, features which were previously ignored altogether or were at best the subject of uninformed guesswork.

LETTERS FROM READERS

Foresees Car Shortage

Portland, Ore.

To the Editor:

With reference to your June Traffic Poll, requesting comments on railroad car supply for the remainder of this year (RA, June 26, p. 13):

Here in Oregon, where our outbound carloadings far exceed the inbound, the car supply situation is of particular interest.

In our area, there is a need for a specific type of railroad equipment—mainly the wide-door box car. The volume of shipments originating in this area consists of packaged lumber and 4 by 8 sheets of plywood requiring the wide-door car for mechanical loading. Speaking for my own company, we have never received sufficient equipment of this type to meet our needs. During the past few months, when carloadings have been down, our mills have been fortunate enough to receive 50% of their wide-door box car requirements. Ordinarily we receive only 30% . . . and in times of car shortage even less.

We believe our industry will be shipping slightly more in the second half. Statistics indicate our box car fleet is decreasing and the bad order situation worsening day by day. Should there be an increase in carloadings generally we are forecasting a car shortage . . .

W. C. Cole
General Traffic Manager,
Georgia-Pacific Corp.

Diesel-Hydraulics

Washington, D. C.

To the Editor:

I read with interest the article on the diesel-hydraulic locomotives (RA, July 24, p. 20). The statement in the third column of page 20, that the diesels (whose output works out at 2,860 rail horsepower at 16 mph on the equivalent 2.7% grade, assuming 6 lb per ton train resistance) equalled the scheduled performance of an 8,600 rail horsepower electric locomotive set, is going too far. Even if I take a deep breath and try, I can't believe a whopper like that.

As to equating performance on the Semmering (Austria) with performance in the U.S., why can't they? What is the dynamometer car for? The article is a great deal more factual than anything I've previously read about diesel-hydraulic locomotives, but the proponents of that type of equipment, like the minister in "Life With Father," still seem reluctant to answer questions with figures in them. If they would claim less and support it better, one would have a lot more confidence in their product.

George B. Dutton, Jr.
Senior Associate
R. L. Banks & Associates

[Railway Age's Semmering observer replies: "The Austrian Federal does indeed employ 8,600 hp at the axles—two electric locos, one of 5,400 and the other of 3,200 hp—for the scheduled train hauled by K-M's diesel-hydraulic during the tests, when the train's schedule was adhered to consistently. This is a long way from claiming that the diesel-hydraulic outperformed—or is capable of outperforming—8,600 hp worth of straight electrics. The diesel was operating under demonstration conditions designed to show it to best advantage. The Austrian Federal evidently does not consider a 5,400-hp C-C electric (weighing approximately 110 tons) sufficient to maintain the schedule, hence the addition of a smaller unit as a helper. Obviously there is plenty of extra pulling power in such a combination with a 950-ton train." As for the second point raised by Mr. Dutton, the author stands by his statement that no exact comparison was possible.—Editor.]

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You Ought To Know...

Burlington will resume operation of its high-speed livestock trains as soon as western range cattle are ready to move to market or feed lot. Reduced rates, placed in effect last year on a trial basis, have been extended for the upcoming shipping season.

Every two years, Union Pacific is spending almost as much on track maintenance as it cost to build the original UP from Omaha to Promontory Point. Building the first UP line cost $59,166,272. Maintaining the present system costs about $26,300,000 per year.

Economic regulation of the government-owned Alaska Railroad (as proposed in bills introduced in Congress by Senator Bartlett and Representative Rivers, both of Alaska) has the backing of Commissioner Laurence K. Walrath of the ICC. "Regulation of other Alaska surface transportation carriers without regulation of the railroad presents an almost impossible situation for competing carriers, for many shippers, such as those not located in the rail belt and for 'regulators,'" he told the Portland (Ore.) Transportation Club and Propeller Club.

Abandonment of the 114-mile Roy Branch on Southern Pacific's Rio Grande Division has been authorized by the ICC. SP claimed it lost $118,000 on the New Mexico branch in 1959 and $83,000 in 1960. The ICC found that "present and foreseeable traffic does not justify its continued maintenance and operation."

A 14.23% increase in first-class passenger fares has been asked by five carriers (B&O, Erie-Lackawanna, Monon, Nickel Plate and Wabash) in an application filed with the ICC. The increase would become effective Oct. 1.

A $22,075,000 appropriation approved for the ICC for the 1962 fiscal year will permit the previously authorized staff of 2,428 to be increased by 45 positions to assist in handling an expanding workload, says Chairman Everett Hutchinson. Five of the additional positions are provided for the Bureau of Finance to handle the increasing number of railroad and motor-carrier merger applications.

Missouri truckers suffered another defeat when Gov. John M. Dalton vetoed legislation increasing the length limit of highway auto transporters from 50 ft to 60 ft. Vetoed previously were bills liberalizing height and weight restrictions on truck combinations.

First Western-Hemisphere meeting of the International Cargo Handling Coordination Association will be held in New York Sept. 5-9. Tri-lingual (French, Spanish, English) sessions will discuss, among other things, strides in automation and containerization.

Forecasts of traffic the liquified petroleum gas industry expects to produce for the railroads this winter will be surveyed Sept. 20 at a conference of shippers and railroad officers in St. Louis.

Hotbox record for May 1961 was the best in more than 10 years. Miles per hotbox car set-off between division terminals was 363,-152. Norfolk & Western had the best May record with 3,087,394 miles per hotbox. Duluth, Missabe & Iron Range had the second best record with 1,815,353 miles per hotbox, followed by Northwestern Pacific with 1,399,317; Chesapeake & Ohio with 1,329,497; Ontario Northland with 1,038,-283; and Seaboard Air Line with 1,032,333 miles.

Intercity truck tonnage during the first six months of 1961 was 3.3% below the first-half 1960 volume, according to American Trucking Associations. ATA attributes the decline partly to bad first-quarter weather. A steady improvement was recorded in the second quarter, says ATA, with June traffic 4% ahead of June 1960.

Fifteen railroads have been named as winners of the National Safety Council's Public Safety Activities Award, in recognition of outstanding public safety programs for employees and the general public during 1960. The fifteen: Santa Fe; Atlantic Coast Line; Canadian National; Canadian Pacific, Chesapeake & Ohio; Burlington; Milwaukee Road; Clinchfield; Delaware & Hudson; Duluth, Missabe & Iron Range; Illinois Central; New York Central; Norfolk & Western; Pennsylvania; and Frisco.

Inflatable rubber dunnage is being returned free by Canadian railroads, under CFA tariff No. 7, effective Aug. 7. The deflated dunnage is carried at owner's risk, in LCL freight, on the reverse route to that used in the revenue movement.

A tri-state transport study, with emphasis on commuter problems, is planned by New York, New Jersey and Connecticut. Governors of the three states will meet in New York City Aug. 30 to plan the study.

An "immediate inventory" of the nation's transportation equipment and facilities has been recommended by U. S. Rep. John Lesinski (D.-Mich.), chairman of a House census subcommittee, in a letter to Secretary of Defense McNamara. Mr. Lesinski said hearings by his subcommittee turned up evidence that defense officials "are unable to plan adequately for a national emergency because they just don't have enough information about . . . transportation equipment and services."

The labor movement, BRT President W. P. Kennedy declared last week, "must always increase its vigilance so that neither industry, nor money nor power of government destroys the rights of the individual to earn his living in security, safety and with the assurance of a steadily higher standard of living to match his steadily increasing production." Labor, he said, "must protect those rights in a world where mechanics and electronics tend to ignore the needs of humanity."

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This book has been sponsored by the Railway Progress Institute and was produced under the supervision of the Institute's Committee on Executive Development

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Shippers Can Save the Day

As matters now stand, important railroads are headed toward government ownership and operation. Big shippers—the principal users of transportation service—could forestall such a debacle if they would exert vigorous leadership to that end.

This is not to say that traffic managers of large industrial companies do not realize the gravity of the present situation; or that they are neglecting to express themselves with vigor and intelligence. On the contrary. The testimony industrial traffic witnesses have put in against the so-called "Hoffa Bill" (S.1197) bears witness to the depth of understanding of these traffic officers. The traffic managers (most of them, anyhow) know what is going on—but do the chief executives of their companies know, or care?

Just as top railway management leaves questions of law to its lawyers, and technological questions to its engineers—so the chief executives of big industries appear to leave questions of transportation policy to their traffic officers. And the yardstick they use to measure the performance of their traffic managers, more often than not, seems to be strictly an arithmetical one: How much are you saving us in transportation charges this year?

The traffic manager of a big industrial company is, potentially, a much more valuable asset to his employers than a mere computing machine—coming up with the combination of services that will minimize transportation charges during the current year. A competent traffic manager will be aware of favorable and unfavorable trends, and will know places where a quick saving in transportation charges for the current year may involve higher overall charges a few years hence. But dare he speak out? Is that the kind of counsel the chief executives of industry want from their traffic managers?

We recall, a number of years ago, that the traffic manager of a large industrial concern made a public statement in which he demonstrated, with persuasive supporting figures, that the large diversion of traffic from railway to highway movement had increased, rather than decreased, the total costs of transportation. All hell broke loose. The wires were busy for a day or two. Thereafter, silence ensued and has reigned ever since. If any industrial traffic manager has entertained foresighted opinions of that kind in recent years, he has had the prudence not to air them in public.

There can be no complaint about that. Nobody has any right to expect other people to offer themselves up as martyrs. It is not that course of action that we suggest. What we do believe is that the chief executives of railroads, who know how serious the situation of their railroads is, should lay the facts on the line to the heads of large industries; and should invite the traffic managers of these same industries to corroborate their report.

North America is a big area—hence it is far more dependent on efficient long-haul transportation, for its overall efficiency in international trade competition, than any other industrialized part of the world, Russia alone excepted. In Russia, the centralized control of *all* expenditure for transportation plant assures maximum economy in avoidance of wasteful duplication.

There are a lot of American observers of the Russian scene who are trying to tell us the Russians are hopelessly inefficient in industrial production. They even try to prove that Russia is inefficient in transportation—citing, among other evidence, the excessive number of employees on the Russian railways. But is there any situation on the whole globe more inefficient and vulnerable than the transportation set-up we have in the U.S.A.—one-fifth of our total income being spent for transportation service, and half the population dependent on private autos to get to their work?

The more foresighted industrial traffic managers are well aware of the weak places—physical as well as economic—in our present transportation set-up. But has their knowledge been sought or acted upon by the chief executives of the industries that employ them?

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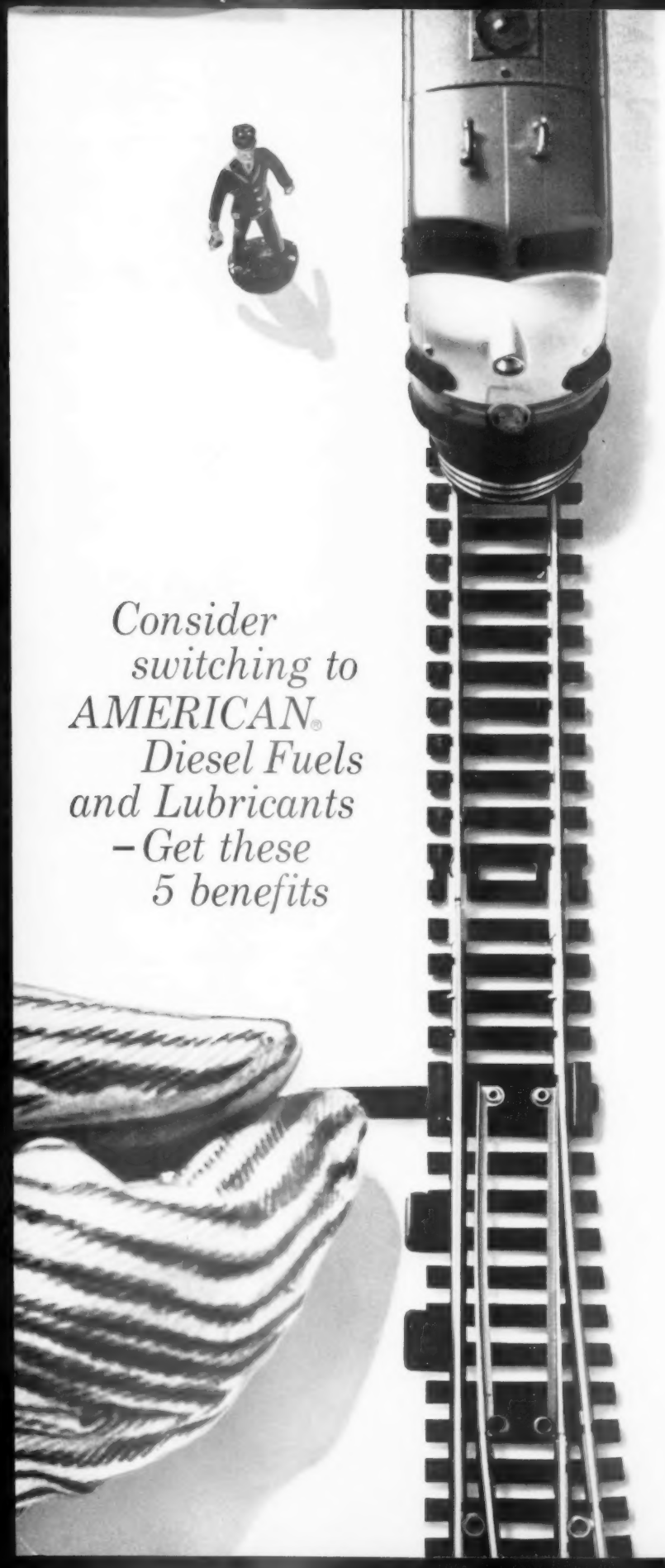
If private enterprise in railroading succumbs—or if America should lose either a cold or a hot war because of the continuance or worsening of the present chaos in transportation—it will not be railroaders alone who will suffer. Enlightened self-interest, and a courageous sense of responsibility, on the part of shippers can still save the day. Who can speak and act with more effectiveness and authority in this situation than the leaders of the nation's industry?



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